

# CONNECTICUT INDUSTRY

FEBRUARY • 1961



OPENING DOORS TO THE UNKNOWN

Page 6

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# CONNECTICUT INDUSTRY

FEBRUARY • 1961

VOLUME 39 NUMBER 2

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Published monthly by the Manufacturers Association of Connecticut, Inc., with executive offices at 928 Farmington Avenue, West Hartford, Connecticut. Second class postage paid at Hartford, Conn. As the official magazine of the Manufacturers Association of Connecticut, Inc., it carries authoritative articles and notices concerning the Association activities. In all other respects the Association is not responsible for the contents nor for the opinion of its writers. Subscription rates: one year \$3.00; 30c a copy. Subscribers should notify publisher promptly of changes in address. Advertising rates on application.



THIS MONTH'S cover photo shows Technician Norman K. Channin, Quantum, Inc., Wallingford, conducting test using tensile testing machine. Adhesive devised by the company for U. S. Navy holds pipe together at center of tubing while brazed pipe-to-coupling-joint breaks.

LESLIE M. BINGHAM ..... *Editor*

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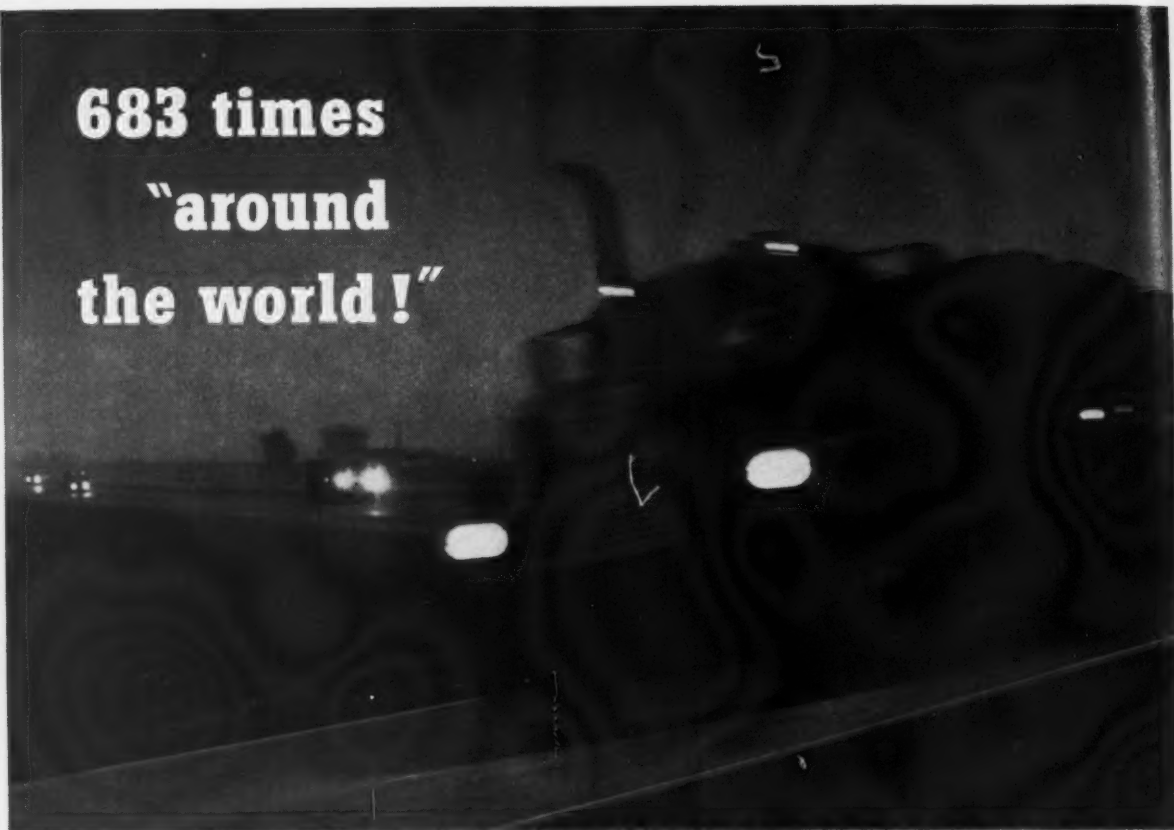
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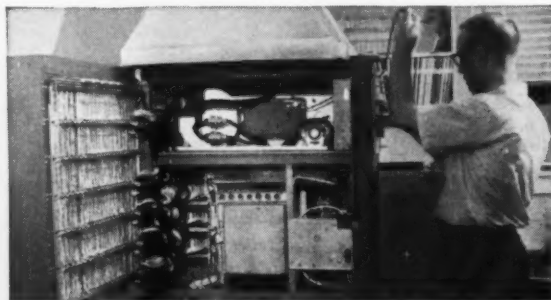
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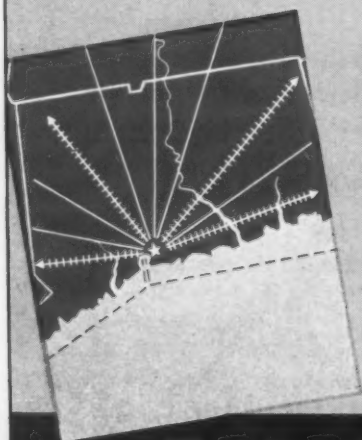
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# The Coming Climax

By DAVID LAWRENCE, *Editor*

U. S. News & World Report

♦ THE cycle of events that inevitably precedes a war is beginning to emerge.

The free world is tormented by a desire to pay almost any price to avoid a catastrophe. Yet bitter experience tells us that this is the very thing that can plunge us into bloody conflict.

We are being threatened today in every continent of the world.

Soviet imperialism is subverting government after government — in Latin America, in Africa, in Asia, and in Europe.

Even in our own country, there are some misguided newspaper editors, some misguided businessmen and some misguided intellectuals who pooh-pooh the menace. They raise smokescreens about the need for trade or to defend Communist activity as a right of "free speech."

It was Judge Learned Hand who, in a famous decision, said that free speech does not include the right to cry "Fire!" in a crowded theater. Nor is there in our Constitution any guarantee of protection for a Communist Party which organizes demonstrations and tries to infiltrate the churches and the colleges, the radio and the press — all at the behest of an enemy government.

This technique of infiltration is being applied throughout the free world — in Britain and in France and in Italy, as well as in North America.

When will we wake up to the fact that we are engaged in a world war — Communist style?

We call it a "cold war" as if this makes it remote from a "hot war" and hence a mere routine of modern diplomacy.

The tragic story of what is happening in Latin America is revealed in the article on page 60 of the January 9 issue of U.S. News & World Report. No country in this hemisphere apparently is free from the Soviet invasion.

We have placed our hopes in the Organization of American States, but its members are themselves weak because their own governments are threatened from within by Communist-inspired opposition.

We read of the troubles in Laos and in the Congo, and we are misled into believing that they are just part of the process of evolution from colonialism to independence. But the truth is that Western democracies are being fooled by the argument that all that's needed is economic help to remove poverty and illiteracy.

Something sinister has been introduced which must be faced squarely if the holocaust is to be averted.

The simple fact is that the Soviet Union, which spends billions of dollars annually on the "cold war," is convinced that the free world will not fight — that its

alliances are weak and that it is disunited. That's what Hitler, too, believed, especially after the "summit" conference at Munich in 1938.

Every day there are signs that the Munich philosophy of appeasement pervades many of the free governments. Why should Moscow change its policy if it can make headway toward complete conquest by "peacefully" taking over government after government?

Nikita Khrushchev rants against "colonialism," but hypocritically maintains a system of tyranny that has made colonies for the Soviets out of several countries in Eastern Europe which once enjoyed independence.

What shall the free world do about all this? Shall it continue to hand out hundreds of millions of dollars every year and have no real voice in what happens to those funds? The propaganda against making grants with "strings" attached is of Soviet origin. So is the much-vaunted "neutrality," the whole object of which has been to put strings on America's policies and to prevent us from making our funds effective.

The time has come to stop fooling ourselves.

Not a dollar of "foreign aid" ought to be appropriated for use by any government which tolerates Communist agents or intrigue or a political party with affiliations in Moscow or Peking.

If the countries which we are to help will rid themselves of Communist influence, we can support them to a certain extent, but we must not be expected to do that job alone. The nations aided must show some signs of a capacity to establish and maintain their own independence and self-governing system.

A showdown in Latin America is due.

The Monroe Doctrine warned European governments in 1823 to stay out of this hemisphere. It is still a valid doctrine today.

The Soviets have established a base in Cuba and are invading other Latin-American countries.

A warning should be issued to the Soviet Government to get its agents, spy rings and munitions depots out of Latin America.

If necessary, an armed blockade must be imposed — as was done recently along the coasts of Nicaragua and Guatemala — to enforce our position. Unless we show we are ready to fight, there will be no peace in the world.

The Soviets can't afford a war. They are bluffing. It is time to call their bluff, or soon we will face a tragic climax — the big war.

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Officers of Quantum, Inc. look over new products created in the laboratories through research. Left to right, Arnold Pfenninger, vice president, engineering; Dr. D. R. Doede, treasurer, Dr. C. M. Doede, president. A. D. Thomas, not present, is secretary.

# Opening Doors to the U

By LAWRENCE C. NIZZA



Human eye parts made of silicone rubber are examined by technician James A. Lockert. Quantum worked in cooperation with surgeons and medical specialists to develop product used in detached retina operations.

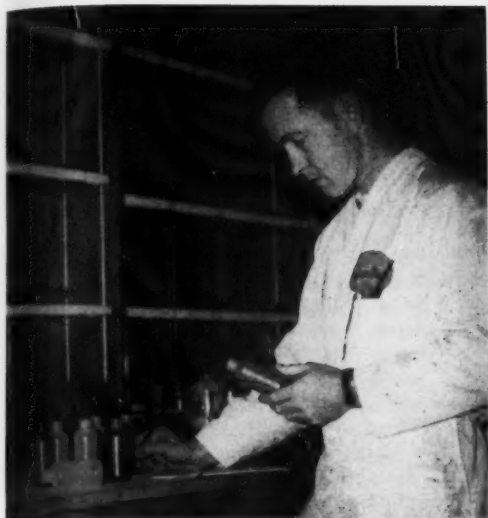
From a barn-like single-purpose laboratory in 1948, to one of the leading independent research laboratories working in four basic areas in 1960, stretches a near-magic carpet of progress at Quantum, Inc., of Wallingford.

◆ TODAY we live in a wonderful and awesome world. Never before has man been privileged to witness so much so soon. Look back only five years; review the marvels that science and technology have wrought. Satellites are orbiting the earth, sending back photographs and other vital information for man's understanding and eventual entry into space. We saw a glimpse of the moon's other face. We visited the North Pole by an underwater route. We were given a polio vaccine. We can look forward to a life expectancy of 70 years. Important breakthroughs are being achieved in heart and cancer diseases.

## Some Benefits of Scientific Research

Daily, we benefit in countless ways from new electronic, mechanical, plastic, rubber, and other products born in the realm of ideas, created and made feasible through research and





Polyethylene bottles conduct electricity through thin copper coating in interior or on exterior. Metal does not detract from pliability. The process developed by Quantum has applications for the electronics and chemical processing industries. Richard F. Horan, staff scientist, makes notes during experiment.

# Unknown



Staff scientist, Robert M. Reihsmann, checks vacuum distillation apparatus used for purification of organic compounds.

development. This vast parade of continuing progress started with the atomic age when a uranium atom was split and nuclear energy released.

"During World War II scientists proved to industry what could be achieved with suitable financing and facilities. Research has given industry much of what it desired. Research helped develop new products, improved old ones, and assisted companies to diversify. It is revealing to note that 75% of total sales volume today stems from products developed within the last decade," observes Dr. C. M. Doede, President of Quantum, Incorporated, an independent research and development laboratory in Wallingford, Connecticut.

The very existence of Quantum, Inc., testifies to the need by both government agencies and private industries for research facilities to gain pertinent knowledge into new realms of human endeavor. And Quantum has played a meaningful role in this intriguing and challenging drama. The firm was established in 1948, in Cheshire, Connecticut by (Mrs.) Dr. D. R. Doede, wife of President Doede. "We started in a barn-like structure with a 4,000 sq. foot area and a chemical laboratory," reminisces Mrs. Doede.

At that time, Quantum was engaged in biological work, testing new products for dietary and toxicity qualities. Barns are not unusual beginnings for researchers. Many famed scientists and inventors produced their most useful products in barns. The concern adopted the name Quantum (after the Quantum theory) because it foresaw the application of atomic energy in industrial processes and materials. Indeed, scientists have utilized the atoms to create molecules of synthetic drugs, space rocket fuels, transistors and other products. Through atomic tracers, they probed into some of the mysteries of life's basic processes. By understanding nuclear transformations researchers have calculated the sun's and stars' powers and tracked their evolution.

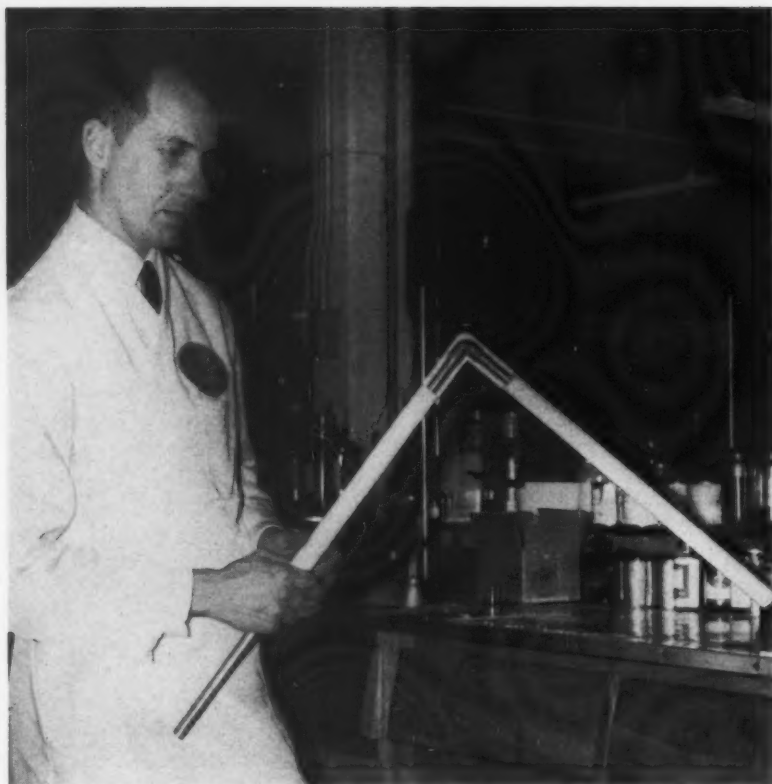
## The First Eight Years

Quantum's slogan is an appropriate one—"Research our business, progress our product." During the first eight years (1948-1956) the research firm performed a variety of services for government agencies. For the Air Force, it undertook a fundamental study of adhesives. It searched for answers to such questions as, "What

makes glue stick?" "Under what temperature and atmospheric conditions will certain adhesives bind?" "How much stress and strain can be withstood before ruptures occur?" Research in this field resulted in various product developments. Several glues were devised that worked effectively at 600° F. and 1000° F. Also, a standard radiometer was developed to measure the intensity of radiant energy.

The U. S. Navy Bureau of Ships retained Quantum to study the feasibility of utilizing adhesives for bonding pipes on ships. The firm came up with an adhesive now being tested by the Navy. The bonding is said to be stronger than the pipes. If successful, it will eliminate soldering and brazing, and the Navy will realize considerable savings in man-hours. The safety factor will also be improved. Many repairs could be done at sea thus preventing a ship from coming into port. An added practical application of the bonding is its use on truck brake drums.

Another project conducted for a private industrial firm involved a fool-proof x-ray method for inspecting stainless steel tubing. The tubing was being used in nuclear power generators. A flaw could result in serious



Foam-in-place insulation for copper tubing created by Quantum, Inc. Lauren J. Kiest, new products manager, holds sample.

Electronically controlled paper cutter manufactured by the Smith & Winchester Mfg. Co., South Windham, was redesigned by Quantum, Inc. Electronic control panel, mounted on top of machine, allows operator to feed cutting instructions through twenty interchangeable stations.



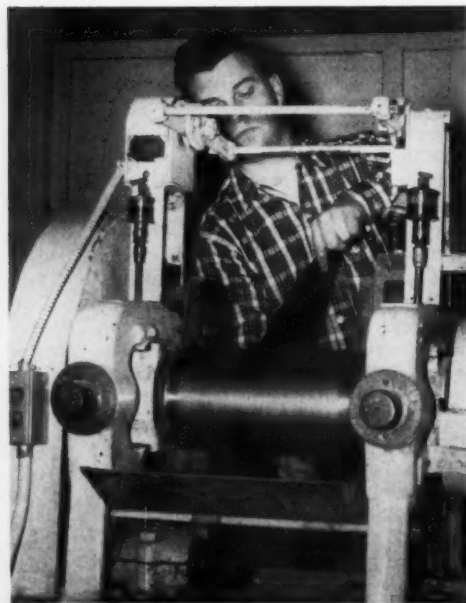
consequences. Quantum contrived a precision x-ray testing process enabling 100% inspection on a continuing moving basis. The system assured complete safety, increased production and decreased manpower time.

"Sticky" problems and x-ray inspection methods were not the only difficulties presented to Quantum for a solution. The U. S. Army Engineers in their arctic explorations had been troubled for many years with cracking rubber. The rubber did not stand up under arctic conditions. Scientists know that cracking is caused by the degenerative effects of ozone, a gas in the atmosphere. Ozone action is activated by sunlight. Very little more is known about ozone. But Quantum managed to develop two types of ozone resistant rubbers. This was accomplished by changing the rubber's molecular structure. Again, the government realized considerable savings.

#### Expansion Since 1956

Over the years, Quantum expanded into many areas of research and development. In 1956, it commenced interpreting known research concepts and applying them to industrial needs. "Much data has been accumulated during the last 12-15 years which is applicable to present and future industrial and technological trends. The trick is to seek out this knowledge, visualize its potential, and test it out. Today, our projects are primarily (90%) carried out for private industries throughout New England. Only about

Rubber Mill is operated by associate staff scientist Eugene S. Yankura. The research laboratory has done extensive work in rubber and developed an ozone resistant (will not crack) rubber for the U. S. Army's arctic exploration bases.



10% of our effort is government sponsored," states Dr. Doede.

Quantum's clients have been able to develop products and methods in advance of their respective fields. In 1957, the firm moved to its present quarters in Wallingford, Connecticut, adjacent to the Wilbur Cross Parkway. From its humble barn-like beginnings, Quantum has grown into a 20,000 sq. foot facility located in a brick and stone building. It is fully equipped with chemical, physical, biological, electronic, radiation, rubber research laboratories and a library, office and machine shop.

The radiation facilities include a cobalt source for temperature control studies, and a warm (low level radiation) laboratory. An experimental greenhouse, an area for test animals and ten acres of land in Cheshire are used for biological studies. Presently, 28 people are employed. Five are major scientist experts in their particular fields. Four are staff scientists. The remainder are highly-trained technicians and office personnel. The staff is supplemented by six nationally famous consultants, specialists in their respective fields. The Yale scientific library is also utilized as a research source.

The concern is now considered one of the leading independent research organizations working in four basic areas — product engineering and development, materials and design engineering, molecular engineering, and forecasting. Projects conducted at Quantum are numerous and varied. They may involve fundamental long-

term studies of a given area of knowledge, a search for new materials, new analytical methods, novel products developed through the use of a new tool, radiation, and the improvement or more profitable production of present products.

These endeavors encompass consultation, chemistry, design and engineering, surface science (involving chemistry and physics to understand the phenomena operating in adhesives, lubrication and corrosion), radiation and radioisotopes, rubbers and plastics. Quantum's clients include large and small industrial firms. A strictly confidential relationship is maintained with all clients. The Quantum staff will assume complete responsibility for a research project or work with the client's own research group.

In the field of nuclear energy, Quantum did extensive research for the Atomic Energy Commission (AEC) on the management of nuclear materials. From this work stemmed the publication of a book on this vital subject. The Western New York Nuclear Research Center, located on the University of Buffalo campus, called on Quantum for guidance and help in the development of the center.

Quantum was consulted on the design and construction of this versatile research facility. It defined the Center's objectives which were presented to the National Science Foundation and the National Institutes of Health for obtaining financial grants. A Hazards Summary Report, based on Quantum's experience in the AEC project, was also prepared for the Nuclear

Research Center which will provide unique research tools to the entire Western New York region for the advancement of knowledge and application of nuclear energy.

A more mundane project which can be appreciated by every homeowner is a foam-in-place insulation recently developed by Quantum. The insulation is applied on copper tubing used in plumbing while the tubing is manufactured. The foam type insulation binds itself to the tubing, is smaller in circumference, neater looking, and more effective than the presently used insulation.

Working closely with surgeons and other medical specialists, Quantum has developed silicone rubber hemispheres used to replace body tissues or parts during detached retina eye surgery. The rubber is completely tolerated by the human body and is also utilized in heart valves, muscle and tissue repair. For industry it has created a self-lubricating rubber which has general applications as shaft seals, hydraulic cylinder seals and related functions.

The Smith & Winchester Mfg. Company of So. Windham, Connecticut, consulted Quantum when it desired to update its "Trimmastre" machine, an automatic, precision paper cutter and trimmer. Quantum modernized the cutter, increasing its efficiency and eye appeal. It also directed the development of the "Spacemastre," an electronic control panel used in conjunction with the "Trimmastre." The "Spacemastre" allows the operator to feed all desired dimensions through its twenty interchangeable stations. Instructions are carried out by the "Spacemastre" by translating a linear dimension into an electrical dimension.

The use of plastics has grown tremendously within the last decade. Quantum has worked cooperatively with both government agencies and industry in this field. It developed a fuel expulsion cell for auxiliary power units on missiles. The plastic container resembles a balloon made of extremely thin plastic. The balloon-like structure holds the fuel and accurately obeys an electronic command to eject its supply when needed. Quantum also devised a method to spray a very fine metallic film into the interior of flexible plastic bottles. The metal conducts electricity and does not detract from the pliability of the plastic. This process has definite applications for the electronics and chemical processing industries.

Man for all his astuteness and versatility is limited by the capacities of his brain. The computers provide a mechanical means for supplementing

(Continued on Page 30)

New products for potential marketing are examined by Charles C. Thomas, Jr., director of the Physical and Radiation Chemistry Division; Ernest W. Newman, sales manager and Lauren J. Kiest, new products manager.



# TAX ATTACK

By LEE SILBERMAN

Staff Reporter of THE WALL STREET JOURNAL

## States Step Up Efforts To Lift Tax Take From Interstate Companies: How Corporations Fight Back

■ WHEN a Trans World Airlines DC-7 stops at a Pennsylvania airport, most of the procedure is routine. It unloads and loads passengers and freight and takes on food and other supplies. But the captain imperiously waves off the airport's gasoline truck.

The reason for the wave-off is neither extra fuel tanks nor an unusually economical engine. It's that Pennsylvania is one of several states that tax aircraft fuel. So T.W.A., when safety permits, avoids refueling its planes in the Keystone State.

T.W.A.'s tactic points up the way that state taxes — on income as well as sales — are increasingly shaping the operations of companies that do business in more than one state.

Using complicated formulas, many a state long has taxed a portion of the income of a corporation which has its headquarters elsewhere but operates plants, warehouses, stores or other facilities in the state. In 1959, the U. S. Supreme Court held a state could tax income of companies which merely sent agents into a state to make sales. Under pressure from aroused businessmen, however, Congress last year passed a law barring any state from taxing a corporation merely because it sent salesmen into the state.

### Taxing More Than 100%

The new law eases only slightly the tax pressure on interstate corporations. States are stepping up their efforts to tax the income of companies that have any facilities within their borders; because differing formulas are used, corporations complain they're occasionally subjected to state taxes on more than 100% of their incomes.

This article, published in the September 27, 1960 issue of the Wall Street Journal is being reprinted by permission of the publishers, Dow Jones & Company, Inc.

Even when a company does nothing but send salesmen into a state, it's not free from state tax worries. Many states are trying harder to collect "use" taxes; these are imposed when products are purchased from outside a state for use within the state. And the states are tapping the seller, not the purchaser, for the use tax.

Near Yulee, Fla., a short distance from the Georgia border, for example, is a state truck-weighing station. When a Miami-bound truck pulled into the station recently, a state agent checked over the driver's papers on his load of office furniture. A few days later, the shipper, a Boston firm, received a letter from Florida's revenue department calling attention to the state's law requiring out-of-state concerns to collect the 3% Florida "use" tax. This procedure is repeated dozens of times a day, not only in Florida but in many other states.

"The situation has reached the point where the states are establishing what amounts to customs offices at their borders," says Leon A. Rigway, comptroller of Asgrow Seed Co., seed distributors of New Haven, Conn.

### More Field Agents

To try to boost their income tax take, states are sending more agents farther afield. California not long ago enlarged the staff of its permanent New York City office that checks up on Eastern companies doing business in California; the office now has 15 income tax auditors, compared with the previous 10. "Our aim is to see that taxpayers correctly interpret our regulations and that the proper amount of tax is paid to California," says J. J. Campbell, executive officer of the state's Franchise Board, which administers the state's corporate income tax.

Georgia, Louisiana and Washington are among other states that keep auditors almost continually on the road, checking records of corporations against tax returns filed with their states. "It takes a lot of digging to keep up with companies tapping a state's market," says Fred L. Cox, an official of Georgia's revenue department.

In Minnesota, state tax men now are winding up a year-long "census of business" aimed at flushing out non-taxpaying companies which have headquarters in other states but operate in Minnesota. "This has entailed culling company names from directories of office building tenants, Chamber of Commerce membership lists and classified telephone books," says Joseph Robertson, Minnesota's revenue commissioner. The census will be compared with the state's corporate taxpayer rolls, and dunning letters will go to companies that have not filed returns.

Minnesota's efforts were spurred by last year's Supreme Court decisions, which underlined for the states the opportunities available in taxing out-of-state corporations' income. After the decisions, Idaho, Utah and Tennessee amended their laws to allow taxing of income of out-of-state firms.

In Pennsylvania, the State Supreme Court in 1956 had thrown out a state law imposing an income tax on out-of-state companies; after the U. S. Supreme Court rulings, the state court reversed itself. Today, Pennsylvania officials will meet representatives of interstate trucking firms that operate in Pennsylvania to demand that the companies resume paying income taxes to the state. Through payments from the trucking companies and other out-of-state firms, Pennsylvania expects to pick up additional revenue of as much as \$5 million in the year ending May 31.



After Congress had watered down the impact of last year's Supreme Court decisions, a number of companies stopped paying income taxes in some states. Glenmore Distillers of Louisville, for example, doesn't intend to file further returns to Alabama, Louisiana and Oregon, where it has sold its wares only through salesmen, according to C. W. Hupp, company tax manager. "These taxes probably would amount to only a few thousand dollars all told, but the clerical expense involved would run us considerably more," he says.

A New York-based publishing firm says it's considering moving several of its warehouses from states which impose corporate income taxes to states where no such tax is levied. At present, 36 states levy taxes based on income, and 28 states have laws specifically authorizing taxation of out-of-state corporations. Among the states without corporate income taxes: Florida, Ohio and Texas.

Northwestern States Portland Cement Co. of Mason City, Iowa, has closed its one Minnesota sales office, located in Minneapolis, and now is represented in the state only by salesmen. Says Hanford MacNider, president of the company: "We paid a 1959 tax to Minnesota, but we don't intend to file a return this year. We are satisfied that we are not liable because we no longer have any property there." Northwestern States was a party to one of last year's key Supreme Court cases; the tribunal upheld Minnesota's right to tax the Iowa company.

The High Court also played an important role in the states' drive to boost use tax receipts. The court last June held that Florida could compel Scripto, Inc., an Alabama-headquartered pen maker, to collect the Florida use tax on shipments it made into Florida, although Scripto has no office, warehouse or other facility there.

"Practically overnight, thousands of companies in the country now find themselves made tax collection agents for states with which they have no other connection," says a New York City accountant who specializes in state taxation.

### Ready to Seize Shipments

At present, some 7,600 companies have agreed to collect the Florida use tax and turn the money over to the state, reports J. N. Aycocke, state use tax chief. That's an increase of more than 1,000 in the past year. Florida warns corporations that it stands ready to seize future shipments into Florida of any company that refuses to collect the tax.

Following the Scripto ruling, Pennsylvania increased to 30 from 24 the number of auditors it sends to check sales records of out-of-state companies; Pennsylvania levies a 4% sales and use tax. Florida and Pennsylvania have joined with Kentucky and Alabama in an informal pact to fight expected lobbying by business in Congress next year to overturn the Scripto ruling, according to Donald Murphy, a Pennsylvania tax official.

There's likely to be business pressure on Congress next year for new legislation on state income taxation of out-of-state companies, too. Many corporations contend the protection afforded by this year's law is insufficient. They report that a number of states are trying to tax income of companies which have no physical facilities in those states but which send in men to install equipment for customers or to put up advertising displays.

An Eastern equipment maker, for example, recently sold some heavy gear to a California customer, being careful to close the transaction at its main office. When the company sent an engineer to California to install the equipment, California insisted on taxing a portion of the company's income. The equipment maker now suggests that its California customers arrange for their own engineering work.

Not long ago, a New England paper manufacturer was preparing to promote its brand of paper napkins throughout the South. Shortly before the first ad was to appear, the company's tax men warned that advertising the firm's name, along with those of local suppliers that were to sell the napkins, could be construed by some state tax departments as evidence that the company had "sales offices" in the states and thus was liable for state income taxes. The paper maker dropped the promotional project.

Another paper products company carefully instructs its salesmen never to collect debts owed the company by customers in income-tax states; it fears this activity by the salesmen could make it liable for tax. John Dane, Jr., a Boston tax attorney, warns his clients that they're running risks if they employ a telephone answering service in an income-tax state; the answering service could be construed as a "sales office," he says.

Though some of these worries may seem far-fetched, the states' activities show they're stretching hard to boost their tax receipts. Recently, a New York City manufacturer sold electrical equipment to a Georgia customer, which then contracted with a Georgia firm to handle the installation. The

Georgia revenue department now contends that the installer is a "subsidiary" of the New York corporation. "On the basis of our findings, we can insist on both the parent company and the subsidiary filing a consolidated return, and in that way make sure we get a tax," says Georgia's Mr. Cox.

### Other Tax Troubles

The state tax troubles of interstate corporations extend beyond income and use taxes, of course. T.W.A.'s bypassing of Pennsylvania's aviation fuel tax is only one example of corporate efforts to minimize the burden of other state levies.

Shell Oil Co. has saved "literally millions of dollars by setting up expert tax administration with emphasis on tax prevention," says Ream V. Miller, the company's general tax manager. A typical tactic: To schedule the flow of oil products from the companies' refineries around the country so that a low ebb is reached in a specific locality at the time that locality is assessing inventories for property tax purposes.

Both state officials and businessmen say they're disturbed over the confusion in state taxes, particularly in the field of income levies. Each income-tax state decides for itself what part of a company's profits is subject to the state's tax. Generally, such a state uses a three-part formula. It figures three ratios: The company's sales in the state to its total sales; the company's payroll in the state to its total payroll; and the firm's property in the state to its total property. Then the state averages these three ratios and applies the result to the firm's total profits.

Although most of the income-tax states use this formula, not all of them do. And some states that use the formula define the terms used in the computation differently. A number of states and industry groups have been urging uniformity, but so far to no avail. A major problem: The states cannot agree among themselves on the procedure to be set up.

Manufacturing states, such as New York, claim that all sales should be allocated to states where shipments originate. Other states, such as Georgia and Louisiana, have less manufacturing; they argue that sales should be allocated to states to which shipments go. In this situation, growing numbers of state tax men are convinced, the only possible solution is Congressional legislation to dictate uniformity.

# AMERICA, Wake Up!

A wise and loyal friend of the United States warns us: The cold war is real war . . . . It is far later than we know . . . . The Communists can win without changing their tactics . . . . We cannot win without changing ours . . . . We must assume the offensive . . . . We dare not stand still . . . . To do so is to continue to lose ground. This is a stern and urgent appeal. It is one that no American can afford to ignore.

By GEN. CARLOS P. ROMULO

■ SOVIET Communism is on the wildest and most reckless rampage of its ugly career. Primary target — the United States. The American chief of state has been openly insulted, American honor has been trampled and American citizens have been pushed around wherever Communists have power or influence. The Monroe Doctrine, shield of the Western Hemisphere, has been flouted. Communists are taking over in the Caribbean area by infiltration just as decisively as if by armed invasion.

In the face of such menace and humiliation a foreigner in your midst naturally looks for the reaction — an angry ground swell of popular protest. He looks in vain. The American people remain strangely unmoved. Even the cold-blooded murder of U. S. fliers fails to stir them out of complacency.

Such meekness in the greatest and still the strongest nation on earth is puzzling and disheartening to America's friends throughout the world. And there is danger in it. Meekness encourages the aggressor to overplay his hand, bringing closer the very catastrophe he would avert.

I realize that the survival of my own country, the Philippines, depends on the survival of the United States. Neutralism provides no protection against Communist expansion — as India is now finding out. My country, accordingly, disregards Red intimidation, and the incum-

bent President of the Philippines, Carlos P. Garcia, has voluntarily invited the United States to establish missile bases on our soil. Therefore, and because of my deep-rooted friendship for your country, I dare to speak out to you without inhibitions. I say:

"America, wake up! Shake off the course of inaction that is giving the forces of evil the right of way in this world! Face up to the blunt fact that you are now engaged in a real war and that it must be fought *and won*. This is the *only* alternative to defeat by default!"

The time for drowsy half-measures has run out. To hope for miracles, such as a change in Kremlin leadership, or friendly negotiations and wise treaties, or a "lessening of tension" is only to fall more inextricably into the Communist trap. Instead, the United States must vigorously provide world leadership. Your firmness, rooted in genuine strength of character, is today the free world's only insurance against the further spread of Soviet tyranny. Your faith that all men are equally entitled to life, liberty and the pursuit of happiness has always seemed to the rest of us a national purpose to inspire all mankind and to provide the answer to the pretensions of Red despotism. If now, through apathy or expediency, you waver in your devotion to these ideals of human freedom, a dark age of Communist totalitarianism is certain to engulf the human race.

At its rate of growth since World War II, the universal Communist police state could come into being in our own lifetime. Does this sound like an exaggeration? Well, ancient Romans, too, must have thought the idea of conquest by *their* clamorous barbarians was farfetched. Today, history moves with electronic speed.

Processes that in ancient times took centuries to unfold now explode in decades. Who would have thought it possible barely a generation ago, that Communism would soon stand astride two continents, from the Baltic to the Pacific, with extensions of its power in places as far apart as Africa and the Caribbean?

Surely it must be plain to all that Russia is bent on world domination. It must be equally plain that her leaders cannot be trusted. Yet who can doubt that when the Kremlin again decides to adopt a "soft" policy many of us will again be babbling about a "New Look" in Russia, congratulating ourselves on the excellent chances for "peaceful co-existence," and rejoicing in the fond illusion that the "cold war" is about to end?

The sad truth is that the Communists alone control the thermostat of free-world emotions, adjusting it anywhere that suits their needs in the range between glowing optimism and black despair. We ooze happy relief whenever the Kremlin chooses to lower the temperature, and are plunged into worried fear whenever the heat is turned on again. Each change astonishes us anew—and throws us into fresh confusion. We have become tragicomic puppets jerked up or down by strings clenched in Khrushchev's pudgy fists.

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CARLOS P. ROMULO, Pulitzer Prize-winning journalist, soldier and statesman, has been the Philippine ambassador to the United States since 1954. Before that he was his country's chief delegate to the United Nations; in 1949 he was elected President of the Fourth General Assembly of the U. N. During World War II he served with Gen. Douglas MacArthur, was several times cited for gallantry in action. His many books include *I Saw the Fall of the Philippines*, *Crusade in Asia*, *The United, The Magsaysay Story*.

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Ed. Note. In this article (copyright 1960 by the Readers Digest Association, Inc., Pleasantville N.Y. reprinted from the November 1960 issue with permission and not subject to further reprinting without direct permission from Reader's Digest), General Romulo has minced no words in spelling out America's greatest challenge of the 1960's and in giving a general outline of how it may be met successfully by means of an all-out offensive without a nuclear showdown.

While this performance largely immobilizes Western strength, the Communists draw valuable political dividends from the false hopes they induce at calculated intervals. In the period before the Paris summit debacle, for instance, they induced the U.S. government to remove the last wobbly teeth from American broadcasts beamed to the Soviet people, and to ban the word "liberation" as applied to Communist captive nations. The idea was "not to spoil the friendly atmosphere," and "to avoid antagonizing" the Soviet leaders. But apparently no one thought to ask just how you avoid antagonizing a sworn mortal enemy whose sole purpose is to annihilate you utterly!

Regard the fantastic spectacle of Khrushchev's American tour — a propaganda triumph for world Communism and a body blow to anti-Communist forces everywhere — did this not set a world record for futile courting of a despot? The dictator whose whole life has been devoted, and will be devoted, to the destruction of every human right enshrined in the conscience of the free world, was hopefully welcomed as if he were a gentle dove of peace. How gullible can we be?

This grim and fateful comedy will continue until the free world, under forceful and effective American leadership, wakes up to the ruthless reality of the cold war, stops playing a gentlemanly defensive role and starts aggressively to outfight the Communists on their own terms. Dr. Robert Strausz-Hupé, who has analyzed the Communist concept of "protracted conflict," writes: "For the Communists, there are no different kinds of war, hot or cold. There is only one war — *war to the finish*." In this everlasting war, the Communists use any and every weapon, from propaganda leaflets to military force, from sabotage and murder to smiles and handshakes. And they are *always* on the offensive.

The fact that the free world has always been on the *defensive* accounts for the amazing speed with which the Red enemy has succeeded in enslaving a third of the human race. We have allowed the Communists to take the initiative everywhere, to choose the battlegrounds, the issues, even the weapons at any given time. Free-world counteraction has been constantly improvised under these always unexpected assaults and has therefore been erratic and often panicky. Time after time we resort to a hurried shoring-up of some threatened position, which even

if successful, merely retains what we already hold. The shameful idea seems to be that, if we can just barely hang onto what is clearly and rightfully ours, while the Communists scoop up everything else, we will be doing as well as could be expected.

We rush from one crisis to another, each plainly labeled "Made in Soviet Russia." We scramble from one segment of the globe to another, always at times and places of Soviet choosing. When we negotiate, it is invariably about some issue the Communists deliberately create for propaganda purposes and to keep us off balance: the Matsu-Quemoy islands, West Berlin, nuclear tests, disarmament. Never once have we aggressively raised issues to put *them* on the defensive. When will the flabby statesmanship of the Western world come to realize that the cold war is a *real* war and that, as with all wars, we are certain to lose it if we don't take the offensive?

The only explanation for this inaction must be our failure to understand *even now* the nature of the Communist challenge. But surely it should be clear to all that Moscow and Peiping have an inflexible goal — the creation of one Communist world — and a carefully planned strategy for achieving it. They know that they are engaged in a long war. They know that, short of ceasing to be Communists, they cannot settle for anything less than total victory in that war. We, on the other hand, feebly putting up our guard in a series of scattered defensive skirmishes, have no definite goal beyond the hope of a tolerable truce that will allow us to go about our daily affairs without any more annoying interruptions.

The irony of this is that an understanding of the Communist challenge is not hard to obtain, since it has been frankly spelled out by Kremlin leaders from Lenin to Khrushchev. Everything that has taken place in Asia, for instance, conforms to a blueprint drawn up by a Soviet-sponsored Congress of the Peoples of the East held in Baku in September 1920. There the master plan for exploiting colonial tensions and nationalist sentiment was formulated and *published*. But, blind to such repeatedly proclaimed and inflexible Red purposes, the United States and its associates have preferred to treat the conflict as an aberration, a casual misunderstanding that can be adjusted piecemeal by patient bargaining!

Meanwhile, Western leaders keep paying blackmail in concessions and

small surrenders. Consider these instances:

The United States rolled out the red carpet for Anastas Mikoyan: a kind of preview of the later Khrushchev visit. Not long before, an American plane had been electronically lured into Soviet Armenia (Mikoyan's native area) and 17 American fliers were lost. The American government had documentary proofs of Soviet guilt, but withheld them until Mikoyan left, in order not to spoil his good-will tour. How much good did it do?

Before the Paris summit meeting was agreed to, there was a Foreign Ministers' Conference in Geneva. President Eisenhower stated repeatedly that, unless this conference produced concrete results, a summit conference such as Khrushchev was demanding would not take place. The Ministers' Conference accomplished nothing — but the summit meeting was agreed to notwithstanding. Should its failure have been unexpected?

In its anxiety to make the Geneva meeting successful, the United States came close to *de facto* recognition of East Germany (ardently desired by the Kremlin) by agreeing to "observers" from East Germany on a par with those from West Germany. Khrushchev, having artificially created a crisis in West Berlin with his ultimatum, bellowed that the situation in that city was "abnormal." Washington went along with this, using the very same word. The obvious retort should have been that the situation in West Berlin, since it complied with treaty terms, was perfectly normal — that the abnormality was in East Germany, where Soviet domination continued in violation of postwar treaties pledging free elections.

Incorrigibly hopeful despite everything, the United States twice renewed the moratorium on nuclear testing, thus giving the Kremlin exactly what it wanted — a test ban without inspection. Even now there is hesitation about ending the moratorium, though the protracted negotiations have yielded only frustrations for the United States and propaganda victories for the Soviet Union.

The unfortunate truth is that the free-world leaders are dealing with a sinister global conspiracy by international gangsters as if it were an old-style dispute between civilized nations which respect the diplomatic niceties and the sanctity of treaties. We continue to hope for progress in phony "negotiations" which, on the Communists' side, are just a part of the cold war that we are losing



piecemeal. And, worst of all, the democratic coalition has been acting in the vain hope of "relieving tensions," stabilizing situations, "keeping the boat from rocking," of "containing Communism," instead of striving ultimately to *eliminate* the scourge. Meanwhile, the Red offensive remains intense, planned and persistent.

I have had considerable personal experience with that persistence. When the United Nations was being launched in San Francisco in 1945, a charming, Spanish-speaking Russian "accidentally" found himself near me each morning at breakfast in the hotel dining room. He used the opportunity to talk about how the United States had "abandoned the Philippines in the war," and wondered aloud how I, as an Asian, could stomach a country that oppresses its racial minorities. Some years later, when I was the Philippine member of the Far Eastern Commission in Washington, a Soviet general on the commission continually sought me out and harangued me on the wickedness of the United States. It was obvious that he had been assigned to indoctrinate and pressure me. Still later, when I was president of the U.N. General Assembly, Andrei Vishinsky had me to dinner three times at the Soviet residence in Glen Cove, Long Island, where he deployed his considerable charm and forensic talent in an attempt to turn me against the West.

In my case, of course, these tactics didn't work. But I knew the same tactics were being employed with regrettable success against other more vulnerable Asians. Thus the Communists carry their ceaseless campaign down to the level of personal contacts, while Americans make no similar efforts. Have you ever heard of high American officials, speaking foreign languages fluently, "working on" pro-Communists or neutralists? As one Asian colleague said to me: "The Americans seem to recall that we exist only when some crisis in Asia very clearly endangers their own interests."

Consider another decisive front in the many-sided Communist offensive — propaganda. When President Eisenhower reached Manila last spring, some two million of my Filipino countrymen converged on the city in a tumultuous demonstration of affection for, and faith in, the United States. In view of the present widespread revolt against colonialism, the spectacle had a special meaning: these were people who had been for 48 years, until July 4,

1946, under American rule. Surely this dramatic show of friendship spoke volumes for the enlightened character of American relations with alien peoples under its flag. Similar massive expressions of warm esteem met the President in Korea, Formosa, Okinawa, India, Pakistan and Latin America. Vice President Nixon was given a vast and ecstatic reception in Poland.

*Yet there was no effective American propaganda effort to impress the significance of these enthusiastic receptions on the rest of the world.* On the other hand, the student riots in Japan which forced the cancellation of the President's trip, and the attacks on Vice President Nixon in Latin America — such incidents, engineered by Communists, have been successfully exploited by Red propaganda to convey to neutral nations the notion of a faltering and abased America.

Another result of the West's passivity in the face of the Soviet Union's ceaseless propaganda offensive has been to make Western "colonialism" the whipping boy in world opinion, while the cruelties of Red imperialism against its captive peoples are all but forgotten. Bloody oppressions in Hungary have not abated; massacres continue in Tibet; Chinese forces still occupy Indian soil and make probing forays into Laos and Nepal. Yet the West keeps up no continual barrage of propaganda about these Red iniquities.

No less remarkable is the success of the Kremlin "peace" and "total disarmament" pretensions. And this despite the known fact that Moscow and Peiping have been directly responsible for virtually every war and war scare since 1945. Witness the international sensation the Communists were able to foment over the U-2 incident, and compare this with the failure of the United States to arouse world opinion against the Soviets' repeated murderous attacks on American planes over international waters.

Dozens of other examples could be cited. To make matters worse, Communist propaganda is allowed to undermine public morale and sow confusion in the United States itself. Former President Herbert Hoover was alluding to this, in a recent speech, when he spoke of "a multitude of citizens who have sunk to the posture of perpetual apology and seeming shame for ourselves."

America's puritanical background and its inherent honesty seem to have produced an inordinate guilt complex. Somehow, it has become the fashion to belittle major American accomplishments, while all So-

viet claims, including dubious boasts of *future* accomplishments are played up in a groveling spirit.

How are we to account for this persistent failure of America to project on the mind of mankind an accurate image of its own society and a truthful image of the Communist slave world? Why does the United States accept setbacks in this area so supinely? Certainly this cannot be due to lack of propaganda ability — in a country where the arts of image-building are so highly developed. What is lacking is a clear grasp of the incalculable importance of this phase of the protracted conflict.

A global campaign of public education should be mounted on a scale to outmatch the Communists. It must be resourceful, aggressive, unafraid and prepared to turn their own weapons of subversion and infiltration against them. But this will never be done until the necessity of defeating Communism — *defeating*, mind you, not *resisting* — is recognized. Only then can you begin to tell the truth as uninhibitedly and effectively as the enemy tells lies.

From the hour of its birth, the Soviet regime has regarded *agit-prop* — agitation and propaganda — as no less important than military strength. So has Red China. Both invest billions of dollars in these enterprises. They have hundreds of special schools which turn out armies of experts in brainwashing and subversion, for deployment throughout the world. In addition, they train Asians, Africans, Latin Americans, West Europeans and even citizens of the United States in all revolutionary techniques, from propaganda and sabotage to street rioting and guerrilla fighting.

How long will free men refuse to see the obvious: the Communists can expunge what remains of freedom with these weapons of political and psychological combat. How long will free men discount this prime threat as "merely" a cold war, a side show, that can be "ended" through social amenities and an exchange of dancers?

The 1960's are the critical years. This is the time for heroic decisions — decisions that will at long last enable the free world to gain the offensive. It is much too late for negative, purely defensive strategy. We cannot possibly win that way. We must fight back in deadly earnest, using a large-scale concentration of brains, skills and budget — everything we possess — to outmaneuver the Communists in their own kind of war.

(Continued on Page 44)





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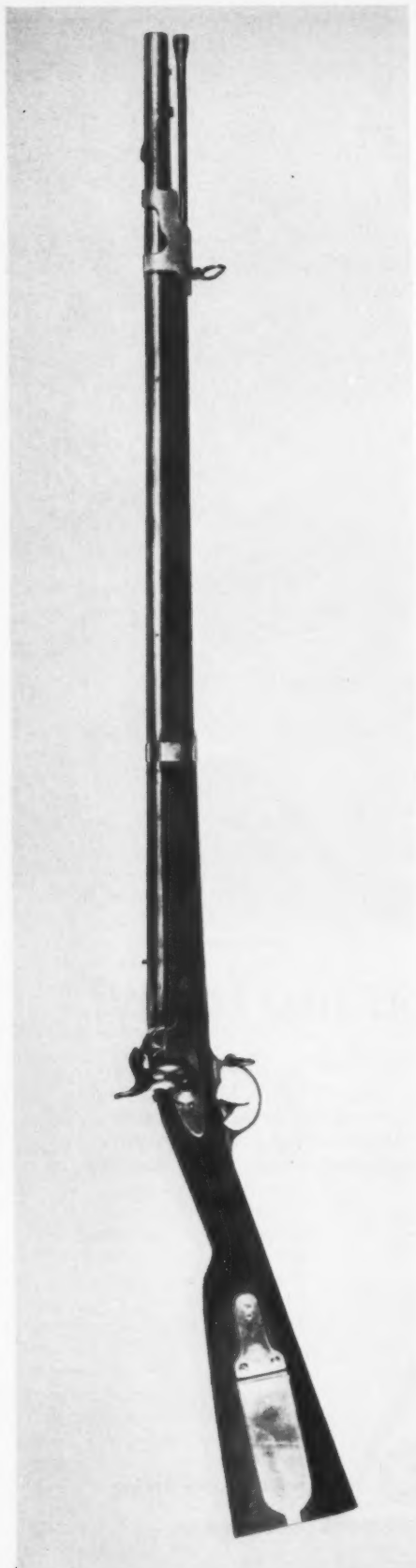
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# News Forum

*This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.*

♦ VINCENT J. RODDY, president of the American Screw Co. Division of Noma Lights, died recently at the W. W. Backus Hospital, Norwich, after a brief illness.

Mr. Roddy, who has served as a director of MAC since January, 1959, had been American Screw president since January, 1958, succeeding the late Eugene E. Clark. He had served as assistant general manager, vice president and executive vice president. He was also a director of Noma Lights.

Mr. Roddy was born in Providence and held degrees from the University of Rhode Island, Brown University and New York University. He was a director of the Connecticut Bank & Trust Co., and had held various offices in the U. S. Wood Machine and Tapping Screw bureaus. He was a member of the Willimantic Chamber of Commerce and Turks Head Club of Providence.

He is survived by his wife, three daughters, his mother, a brother and two sisters.

♦ WALTER C. MILKEY, vice presi-

dent finance of The Stanley Works, New Britain, retired recently after 51 years of service.

Mr. Milkey has served as a director of the company since 1954 and as vice president finance since his election in 1955. He will continue as a director and as chairman of the Finance Committee of the Board. Garth W. Edwards, director of finance, will assume Mr. Milkey's duties.

♦ G. DONALD JACOBSON, president of The Newcomb Spring Corporation, Southington, has been elected president of The Spring Manufacturers' Association of the United States.

The SMA is an association comprised of over 100 of the leading spring manufacturers of the United States and Canada, organized to develop new techniques through research in the spring and allied fields.

♦ IRVING MANDE has been named manager of research and development for Edwards Company, Inc., Norwalk, producer of control, communications and protection equipment, it has been announced by A. E. Sharp, vice presi-

dent-engineering and manufacturing. Mr. Mandé was formerly supervisor of research and development.

He joined Edwards in 1953 as an electrical engineer. He was named research and development supervisor three years later. Mr. Mandé received the Master of Science degree from Stevens Institute of Technology in 1955. He won the B.E.E. in 1950 from City College of New York.

♦ FAYETTE LEISTER, engineering vice president of The Fafnir Bearing Company, New Britain, retired recently after 40 years with the company.

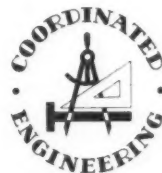
Mr. Leister joined Fafnir in 1920 and served successively as sales engineer, assistant works manager, head of the Detroit sales office, and engineering manager. He was elected vice president of engineering in 1946 and a director of the company in 1954.

Widely known in the bearings industry, Mr. Leister holds a number of patents and is the only active member of the original Annular Bearing Engineers Committee. This group, formed in 1930, was influential in establishing uniform standards for the bearings industry.

♦ MANUFACTURING FACILITIES of Associated Gaskets, Inc., Bridgeport, will be improved by at least 40% when new construction and a new plant layout are completed early this year, according to Victor Castaldo, president and general manager.

A new building of over 5,000 square feet of floor area will provide needed space for recently purchased rubber buffing and cutting machinery, which

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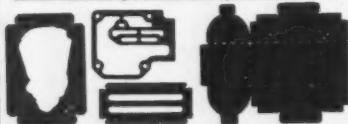
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◆ **GEORGE HAZELZET** has been appointed executive vice president and general manager of Connecticut Broach and Machine Company, New London.

Before joining the New London firm Mr. Hazelzet was an independent management consultant at Larchmont, New York. Prior to that he organized industrial projects in Long Beach, Buenos Aires, Lima and La Paz.

A native of the Netherlands, Mr. Hazelzet served in World War II with American-based Dutch Navy air forces, serving as a pilot in the South Pacific.

◆ **THE APPOINTMENT** of Michael J. Perrin as vice president and general manager of Hartford Machine Screw Company has been announced by James A. Taylor, president of Standard Screw Company.

Mr. Perrin has become the operating head of Hartford Machine Screw Company, a division of Standard Screw Company, assuming the duties of Mr. Taylor, who will devote full time to the responsibilities of president of the parent company.

Mr. Perrin joined the company in 1934 and has been factory manager and vice president in charge of manufacturing.

Mr. Taylor succeeds W. D. Corlett, chairman of the board, as chief operating officer of Standard Screw Company. Mr. Corlett will devote his time to the promotion of new products.

The company's products include fasteners, automotive valve train items, cold drawn steel bars and coils and proprietary products. One of the most outstanding proprietary items is the Roosa Master fuel injection pump developed and manufactured in Hartford.

◆ **ELTON T. BARRETT**, president of Trak Electronics Company, a division of CGS Laboratories, Inc., Wilton, has announced the resignation of Carl G. Sontheimer as a member of the board of directors and secretary of the corporation.

Roger White, president of Tucor, Inc., Norwalk, has been named to the board and Francis M. Ellis, partner of the law firm of Carter, Ledyard & Milburn, New York City, has been elected secretary of the corporation.

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ponents for the military services and commercial electronic equipment manufacturers.

♦ A NEW technical filmstrip with sound shows how die sets serve our modern mass-production industries, and how die sets themselves are manufactured, step-by-step, at The Product-to Machine Company, Bridgeport. Titled "Mass-Production Insurance: The Dependable Die Set," the film was photographed largely in Product-to's foundry and manufacturing facilities.

The 15½-minute 35mm filmstrip with record is said to be ideal for showing at appropriate gatherings of industrial associations, local meetings, in-plant apprentice or toolroom groups, and vocational high schools.

It is being presented upon request at meetings throughout the United States by representatives, who offer to discuss questions relating to die set manufacture and use after showing of the film. Requests and inquiries should be directed either to Product-to representatives, or to P. R. Marsilius, executive vice president.

♦ AN AGREEMENT to establish a jointly-owned company, Hitachi Perkin-Elmer, Ltd., has been announced by the Perkin-Elmer Corporation, Norwalk, and Hitachi, Ltd., Tokyo, Japan. The agreement is subject to validation by the Japanese Government.

The purpose of the joint venture is to cooperate on the research, development, manufacture and sale throughout the Free World of scientific instruments. Hitachi Perkin-Elmer Ltd., will coordinate these activities, with the actual development, manufacture and sale of products to be handled by Hitachi and Perkin-Elmer and their affiliated companies. The new company will have its headquarters in Tokyo.

Hitachi, with sales of almost \$600 million, produces electrical and electronic products. Perkin-Elmer produces scientific instruments, electronic optical systems and electronic components for industrial, space and defense, and scientific uses.

Under the terms of the agreement, Hitachi and Perkin-Elmer and their affiliated companies may cross-license one another for manufacture in their respective countries of scientific instruments and for sale of such instruments throughout the world.

♦ THE 1961 program of monthly meetings of the Hartford Chapter, Society for the Advancement of Management has recently been announced. The meetings are held at The Westerly Restaurant, West Hartford, starting

at 5:30 P.M. The program follows:

February 16, "Managing the 50-Million Dollar State Welfare Fund," Bernard Shapiro, commissioner, Connecticut State Welfare Department, Hartford; March 16, "Contract Negotiations in the Early Sixties," Jay Siegel, Attorney-At-Law, Hartford; April 20, "Manipulating the Money Market" — speaker to be announced; May 18, Top Management Night, "Creating the Corporate Image," James Q. duPont, vice president, public relations, E. I. duPont de Nemours & Co., Wilmington, Delaware (other speakers to be announced); June 15; Annual Business Meeting.

An all-day conference has been scheduled for March 22 on "Business Games With a Computer," speaker to be announced. In April, seminars on "Finance for the Non-Financier" will be held on the 5th, 12th, 19th and 26th. The speaker will be Bernard Cantor, controller, American Standard Products, Hartford.

♦ JOHN E. KREINER has been appointed general manager of engineering for Edwards Company, Inc., Norwalk, it has been announced by A. E. Sharp, vice president-engineering and manufacturing.

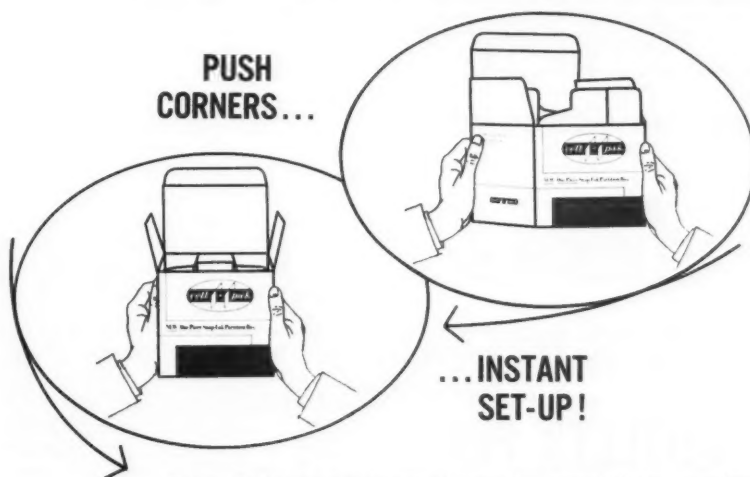
Mr. Kreiner has been associated with Edwards for more than 16 years. He

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joined the company in 1944 as a design and customer-service engineer and six years later was appointed a sales engineer in its central region headquarters office in Chicago. Shortly thereafter, he became regional engineer, establishing Edwards' technical sales organization throughout the 16-state central region. He returned to Norwalk in 1959 as assistant to the director of engineering.

◆ THE MITCHELL-BRADFORD Chemical Co., Milford, has announced the granting of a U. S. Patent on its new "Activated Black Magic" for producing a black oxide finish on steel (ferrous metals). The new item is the latest development in the line of Black Magic blackening processes and it is said to be an extraordinary step forward in black oxide processing.

It is a new approach to a black oxide process because of its constant, automatic self-regenerating, decontaminating, catalytic action, according to the manufacturer. It is said to blacken many types of hardened and passive steels which heretofore were finishing problems.

◆ THE DEVELOPMENT of a new 100 Amp Heavy Duty Safety Switch for commercial and industrial installations has been announced by The Arrow-Hart & Hegeman Co. of Hartford.

The company states that safe operation, dependable performance and positive protection for the user have been built into this new switch. The interlocking indicating cover can be opened only when the switch is in the "off" position and the switch cannot be operated when the cover is on.

◆ A NEW four-page catalog section (24A) issued by Rolock Incorporated, of Fairfield, details the company's new Reversible Endothermic Gas Generators which are available in rated capacities of 500, 750, 1000, and 1500 C.F.H. with listed maximum capacities of 650, 875, 1250, and 1750 C.F.H. respectively.

Unusual features claimed for this equipment include complete reversibility, with resultant self-cleaning of catalyst beds; precise gas-air metering and mixing; complete cracking of gas; triple cooling of prepared atmosphere to prevent reverse reaction.

The catalog section describes the equipment in detail and includes flow diagram, equipment list, and specifications.

◆ THE TWIN-TURBINE Sikorsky S-61L, the first helicopter ever designed specifically for airline use and to airline passenger standards, was flown publicly for the first time recently.

The S-61-L is a new generation helicopter and Sikorsky Aircraft, a division of United Aircraft Corporation, expects that the big 25- to 28-passenger turbocopter will play a major role in expanding helicopter passenger line operations throughout the world.

Lee S. Johnson, Sikorsky general manager, announced that the S-61-L will go into scheduled passenger service in 1961 with Los Angeles Airways and Chicago Helicopter Airways. Los Angeles has ordered five and Chicago four.

The flight preview was for an audience composed of press representatives from throughout the East, domestic and foreign airline operators, government officials, United States military observers, and members of the aircraft industry.

◆ AIR-VAC Engineering Company, Shelton, has announced the availability of a new bulletin on their Bazooka Vacuum Probe and Transducer.

The bulletin describes how production operators now can pick up and handle miniature parts of all shapes and materials rapidly with Bazooka Vacuum Probe, which has a finger-operated shut-off valve for releasing parts from the probe tip. Special tips are also available for picking up more than one part at a time. If vacuum is not available, a vacuum transducer converts shop compressed air into a vacuum.

Copies of the bulletin are available from the company.

◆ THE FORMATION of a new company, Pac-Tron, Inc., Willow Street, Mystic, has been announced by James R. Fox, Jr., president.

The company will have two divisions, the Marine Division and the Packaging Division. The Marine Division will design and manufacture a new line of buoyant marine products, such as boat bumpers, buoys, life rings, rafts, vests, ski-belts, etc., made of a new foam-type plastic.

The Packaging Division will supply a new type of foam cushioning material called "Pack-Tin," which will protect expensive, delicate or sensitive electronic, electrical, or optical products, while they are being shipped by land, sea or air.

◆ RICHARD P. PEARSON, who has been with The Risdon Manufacturing Company's Wire Goods Division since he joined the firm in 1951, has been named assistant sales manager of the Aerosol Division, it has been announced by Donald S. Tuttle, Jr., vice president in charge of sales for the Aerosol and Cosmetic Divisions.

◆ A CONTRACT amounting to

\$8,613,613 for continued production of T53 gas turbine engines has been awarded Avco Corporation's Lycoming Division, it has been announced by the Stratford firm.

The award was made by the Air Force's Aeronautical Systems Center, Air Materiel Command, Wright-Patterson AFB, Ohio, and calls for additional quantities of both the 960 shp T53-L-3 turboprop engine and the 960 shp T53-L-5 helicopter version.

♦ THE FIRST remote-controlled 16mm sound motion picture projector to be used in a commercial aircraft has been developed by the Reevesound Co., Inc., a subsidiary of Reeves Soundcraft Corp. The new motion picture system was designed for In-flight Motion Pictures, Inc., to be used by major transcontinental and intercontinental airlines for airborne presentation of pre-release feature pictures. Each program is to run from 1½ to 2 hours.

The first prototype system was developed to operate in Boeing 707 jet airplanes. The first installation has been made in an intercontinental 707 jet operated by TWA. In order to meet the space and weight problems in the jet plane, Reevesound developed a transistorized sound system for motion picture projection. The equipment is contained within the structure of the plane so that its presence will not be apparent to the passengers. Passengers will hear the movie sound through individual lightweight headsets.

♦ THE ARMSTRONG Rubber Company of West Haven has unveiled architect's drawings of the 25 million dollar tire producing plant soon to be constructed in Hanford, California.

The one million square foot plant is believed to be the largest building to be constructed in the San Joaquin Valley under a single contract. The initial construction is designed to have a capacity of 10,000 tires per day and will employ 500 to 600 persons operating on three shifts.

Armstrong's present tire producing capacity of 40,000 tires daily is sold exclusively to the replacement tire market through 1,500 independent distributors across the country. Export sales to 70 foreign lands are handled by the company's export division in New York City. Besides tires and tubes, Armstrong manufactures synthetic foam and retread rubber.

♦ A BULLETIN describing the new Micro-Wynd disposable filter cartridges for filtering plating solutions, alcoholic beverages, diesel fuels, chemical process streams and many other fluids, has just been issued by The

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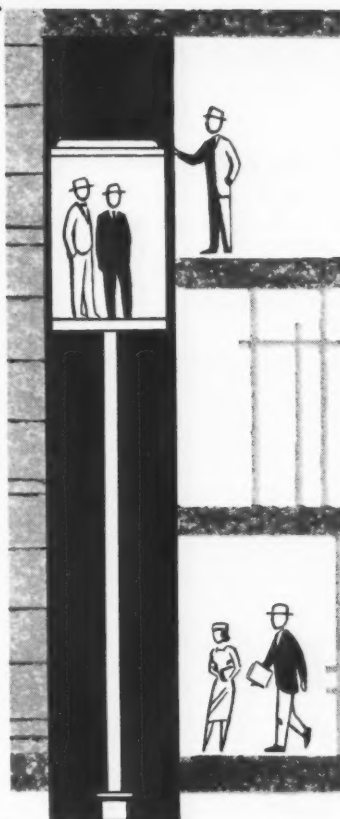
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Cuno Engineering Corporation, Meriden. The bulletin describes the patent-ed Micro-Wynd manufacturing process by which a separate filtering medium is interwoven between the structural spiral windings, on a perforated metal core.

Performance advantages, user test reports, micron densities, fluid compatibility and other specifications are included. Copies of the bulletin MW-100, are available from the company.

◆ THE FIRST, practical, major advance in the building of stamping dies for the metalworking industry is said to have been developed by Acme Steel Rule Die Corporation, Waterbury. Following years of development, the dies are now widely accepted and performance proved by industries in such markets as electrical, electronic, bearing, automotive, aircraft, marine, specialties, and others.

The manufacturer claims that the dies hold their accuracy and burr-free qualities for short-run production of up to 50,000 parts. The average thickness of metal stamped from these dies is one-eighth inch, and the metals most commonly used include copper and copper alloys, lead and lead alloys, nickel and nickel alloys, carbon and stainless steels, and aluminum.

The dies are made to fit standard die sets, and they employ the use of steel cutting rules and punches mounted in Hy-du-lignum bases. A bulletin, ADH 126, is available on request.

◆ A NEW utility micrometer to quickly and accurately measure compound curvatures on airfoil surfaces has been introduced by the J. T. Slocomb Co., So. Glastonbury.

In the past, the use of a conventional micrometer with a flat anvil and spindle could result in errors. The curved surface being measured did not always contact fully with the anvil. Slocomb's utility micrometer has an anvil and spindle comprised of small diameter pointed terminals, permitting accurate measurement of curved surface parts. The micrometer has a measuring capacity of 0 to 1" and a 3" deep-throated frame.

In addition, it is said to be ideal for testing wall thicknesses on tubing or other curved parts.

Slocomb is preparing to mass produce the utility micrometer, both as a conveniently read tool and one incorporating the "Speedmike" head.

◆ THE ELECTION of George H. Mettler as a vice president of Textron, Inc. has been announced by Rupert C. Thompson, Jr., Textron chairman. Mr. Mettler has been president of MB Electronics, New Haven, a division

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of Textron Electronics, Inc.

Mr. Mettler is moving to Textron's home office in Providence to coordinate and assist in development of the firm's international business. Succeeding Mr. Mettler as president of MB Electronics, will be Charles D. Brown, who has been an executive of the General Electric Company for seven years, most recently as manager-marketing of the GE Instrument Department.

♦ GEORGE W. HERMAN has been appointed manager of the Allison abrasive wheel plant of Allison-Campbell Division, American Chain & Cable Company, Inc., Bridgeport.

A graduate of Cooper Union School of Engineering, New York, Mr. Herman was first employed in October, 1929, by the Wilson-Maeulin Company, New York, which later became the Wilson Mechanical Instrument Company. In 1944 the latter company became a division of American Chain & Cable Company, Inc., and its operations were transferred to Bridgeport, where Mr. Herman served as assistant plant manager until his recent appointment.

♦ A TWENTY-PAGE, two-color brochure that describes the technical capabilities of Singer-Bridgeport, of Bridgeport, a division of the Singer Manufacturing Company, is available from the company. Information is provided on research, development, production, and field and technical data services offered to the Defense Services, industry, their prime contractors and customers.

♦ STANLEY ELECTRIC TOOLS, division of the Stanley Works, New Britain, has announced its entry into the air-driven industrial tool field.

A special sales force to pioneer the sale of the new air routers and 12-gauge air shear has been announced as follows:

Donald B. Robinson, Jr. has been appointed district manager of the southern territory, Laurence K. Schwartz will represent Stanley in the western territory, Corrado J. Attardo has been appointed to the northeast territory, Myron Henowitz to the east central territory and Kenneth H. Koehler has been named sales representative in the midwest territory.

♦ IN ORDER to participate in the growing industrial economy of India and the Far East, The Bullard Company, Bridgeport, has licensed Kirloskar Brothers, Ltd. with home offices in South Satara, India, to build Bullard vertical turret lathes and horizontal boring machines. In addition, they have also been appointed sales agent to sell other Bullard machine tools in

that area, according to Francis L. Dabney, executive vice president.

Kirloskar Brothers, Ltd. is a well known manufacturing organization in India with three large plants producing agricultural equipment and implements, diesel engines, electric motors, pumps, valves and machine tools.

♦ THE A. H. NILSON Machine Company, Shelton, has announced their new No. SC-00 Straightening & Cutting-off Machine. The machine was designed to fill a need for a machine capable of straightening and cutting-off short lengths of round wire up to 3" and in sizes up to .045" diameter basic wire (to .060" soft materials), or its equivalent in

ribbon metal in widths to 3/8". Lengths are cut off at rates up to 400 per minute.

While designed basically for wire straightening and cutting off, the new machine can be tooled to perform a variety of secondary operations, such as forming, heading, coining or piercing and winding, according to the company.

♦ PETER H. MORGANSON has been appointed manager of engineering for Veeder-Root Incorporated, Hartford, manufacturers of computers and counting instruments.

Mr. Morganson, who had been assistant chief engineer since September 1958, assumes full responsibility for

# CMS

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THAT'S the time of greatest danger to many companies.

TODAY'S success may breed smugness — over-confidence — lassitude — loss of markets.

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KEEP improving your products, services and sales techniques.

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product and manufacturing engineering.

The company has also announced the appointment of Sanford B. Neister as sales manager for electronic products. He will be headquartered at the Danvers (Mass.) Electronics Controls Division of the firm.

◆ THE MILL-ALL COMPANY, Plantsville, has announced a complete line of standard-sized carbide drills, end mills, boring bars, counterbores, and countersinks. These tools are the result of years of research by the company's engineers to provide the proper carbide grade and correct tool design characteristics for maximum cutting efficiency, long life and repetitive accuracy. Size information and suggested operating rpm are stamped into the shank of each tool.

Cylindrical see-through packaging of each tool provides protection "on the shelf" in the tool crib and allows instant identification.

A catalog on the complete Mill-All line is available from the company.

◆ GABB Special Products, Inc., Windsor Locks, has recently introduced a new Shear-Flow continuous mixer that has been specifically designed to provide high shear action in continuous mix operations. Incorporating the same design principle as the portable Shear-Flow, the new continuous mixer is said to be capable of mixing any liquid that can be pumped, with results better than or comparable to that of more expensive equipment.

Although small in size, Shear-Flow is designed to handle high viscosity materials in a minimum of time, providing a complete recirculation and thorough blending, homogenizing, emulsifying or dispersing.

The RL Hi-Shear Head can be powered with motors ranging from 1 to 10 horsepower depending on the power requirement demanded by the application.

◆ THE RETIREMENT of Laurence G. Bean, who has served over 40 years in various executive capacities with The Bristol Company, Waterbury, has been announced.

He joined the company in 1920 as a sales engineer in the New York office. Subsequently he served as district manager of the Boston office for five years and district manager of the Chicago office for five years. In 1930 he became assistant chief engineer at the Waterbury plant. Since that time he has served as assistant general sales manager, general sales manager, vice president in charge of engineering and sales, and vice president in charge of engineering. For the last few years he has served as special consultant.

◆ THE 75-YEAR OLD Cooper Thermometer Company of Pequabuck, has recently been sold to Floyd Wallace of Wallingford.

Horace R. Whittier, president of the company, will remain in that position, with Mr. Wallace succeeding Elmer Whittier in the position of vice president and treasurer.

Pioneers in the manufacture of oven thermometers, the company started business in Pequabuck in 1885. The major product lines of the company have been expanded in recent years to include weather instruments, housewares lines and thermostatic instruments for industrial uses.

Mr. Wallace is a fourth generation member of the Wallace Silversmiths family of Wallingford. He was in charge of product development and planning and merchandising for Wallace previous to its sale to Hamilton Watch last year.

The Whittier family has been responsible for the direction of Cooper Thermometer Company for 58 of the firm's 75 years.

◆ JAMES R. KERR, president of the Locomotive Division of Avco Corporation, Stratford, has been elected president of Avco.

Kendrick R. Wilson, Jr. was named chairman of the board and Avco's chief executive officer, succeeding the late Victor Emanuel.

◆ CARL G. SONTHEIMER has announced the formation of Anzac Electronics, Inc. for the design and manufacture of industrial and laboratory test equipment. The engineering staff includes Allen F. Podell, engineering physicist, and Cornell graduate.

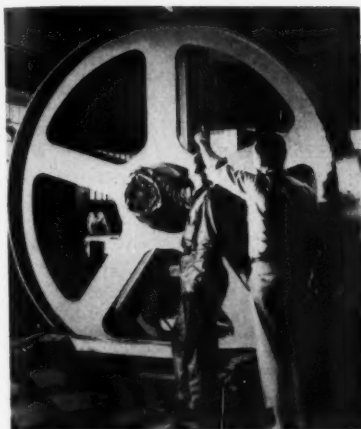
For the past 13 years Mr. Sontheimer has been associated with CGS Laboratories, Inc. in Wilton, which he founded in 1947 to engage in the development and manufacture of electronics equipment.

Mr. Podell recently won the NEREM prize for the most significant electronics engineering contribution by a student with a paper describing his new approach to broadband transformer design.

◆ ROBERT I. METCALF has been appointed vice president for administration of Olin Mathieson's Winchester-Western Division, New Haven, it has been announced by Stanley de J. Osborne, president of the corporation.

Mr. Metcalf, who had been director of administration, has been with the company since 1950. He has served as industrial relations manager, director of staff services and director of administration.

Mr. Metcalf has won wide recognition for implementing the division's



Big wheel used as pulley to drive mill for \$2 million automatic tube rolling facility being installed at Chase Brass & Copper Co. in Waterbury is examined prior to installation. The new equipment, among the most modern and efficient of its kind, is scheduled to be in full operation early this year. The wheel, nine feet in diameter, is part of the 20 ton crank shaft assembly used as the "muscles" for the installation.

program for 1,200 retirees of the company's New Haven operations. Because of the company's activity in this field he was asked to serve as an alternate delegate to the White House Conference for the Aging held in Washington last month.

♦ ROBERT M. GORDON has been elected executive vice president of the Milford Rivet & Machine Company, Milford, manufacturers of rivets, rivet-setting machines and cold-headed specialties.

In 1942 Mr. Gordon joined the Penn Rivet & Machine Company of Philadelphia, where he worked in manufacturing and engineering capacities. After Penn Rivet was acquired by Milford Rivet in 1945, he was transferred to the New England division as machine sales manager. He then was successively appointed sales manager of the New England division and assistant general sales manager, before leaving the company to join the Torrington Manufacturing Company, Torrington, as sales manager of the Air Impeller Division.

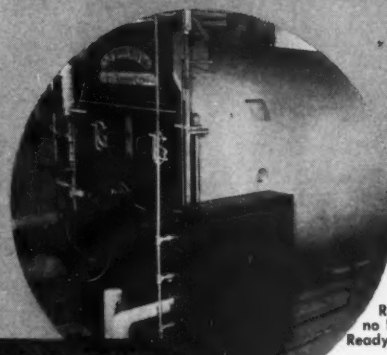
He returned to Milford Rivet two and one-half years later as general sales manager and in 1957 was elected vice president of sales.

♦ J. LeROY SCHWEYER, president and treasurer of the National Silk Company, Coventry, died recently after a long illness. He had been a director of MAC, representing Tolland County, since January 1957. He was chairman of the advisory board at the Windham branch of the Connecticut Bank and Trust Co. and a member of the First Congregational Church, Coventry.

A Mason, Mr. Schweyer was active

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Ready to operate as soon as connections  
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### 80% EFFICIENCY

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New officers of MAC are shown with outgoing president Harvey L. Spaunburg at the annual meeting of the Association's Board of Directors. Left to right, A. W. Cavedon, vice president, Mr. Spaunburg, Carlyle F. Barnes, president, John W. Douglas, vice president.

and worked for the Shriners Hospital for Crippled Children at Springfield, Mass. He also gave liberally of his

time to Boy Scouting. He was president of the Eastern Connecticut Council of Boy Scouts during the past three

years and on November 15 was presented the Silver Beaver award for distinguished service to Scouting.

He was active in civic and community affairs, including the American Red Cross, the Salvation Army, Windham Community Memorial Hospital and the Nathan Hale Community Center.

Mr. Schweyer served as a trustee of the Connecticut Cancer Society and on November 22 was presented a citation from the American Cancer Society "in appreciation of his valuable service in the control of cancer."

He is survived by his wife, one daughter, a grandson, all of Coventry, a brother and a sister.

♦ HAROLD E. PAPE, vice president and assistant to the president of The Stanley Works, New Britain, retired recently.

Mr. Pape, a member of the Board of Directors since 1954, was elected to the position from which he retired in October 1959, and had served as executive vice president since 1957. He will continue as a director of the company.

Considered as one of the leading authorities on steel scrap, Mr. Pape was chairman of the local scrap drives during World War II. He also served

## Statement of Condition

December 31, 1960

### RESOURCES

Cash and Due from Banks	\$125,995,109
U.S. Government Securities	81,671,805
State, Municipal and Other Securities	50,941,316
Loans and Discounts	199,308,528
Accrued Income Receivable	1,496,886
Banking Houses	5,312,224

Other Assets	1,006,088
	<u>\$465,731,956</u>

LESTER E. SHIPPEE, Chairman  
RAYMOND C. BALL, President

### LIABILITIES

Deposits	\$402,218,444
Deferred Credit due Federal Reserve Bank	16,892,747
Unearned Income	4,598,358
Accrued Federal and State Taxes on Income	2,351,894
Dividend Payable in January	504,584
Other Liabilities	2,817,041
Reserve for Contingencies	500,000

Capital Funds:	
Capital Stock (Par Value \$12.50)	\$12,614,587
Surplus	15,000,000
Undivided Profits	8,234,301
Total Capital Funds	<u>35,848,888</u>
	<u>\$465,731,956</u>

POMEROY DAY, Executive Vice President  
JOHN B. BYRNE, Chairman of the Executive Committee

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in Washington as a member of the Steel Scrap Division of the War Production Board, representing New England.

He is a director of the New Britain General Hospital, and was an original member of the New Britain Redevelopment Commission. He is a trustee of St. Maurice's Church and a member of the Shuttle Meadow Club.

♦ SETON Name Plate Company, Inc., New Haven, manufacturers of metal and plastic identification markers, has recently completed a contract for furnishing more than 300,000 pressure-sensitive pipe markers for use on Polaris-type Nuclear Submarines.

The markers manufactured by Seton for Electric Boat Division of General Dynamics Corporation are made on a pressure-sensitive cloth tape with a permanent type self-adhering backing. Each marker is coated with a silicone-base top coating to provide an extremely durable surface.

♦ FRANKLIN FARREL III, president of the Farrel-Birmingham Co., Ansonia, has announced that the company will close its Derby foundry and erect a \$1 million addition to its Ansonia foundry.

He said it is planned to transform the Derby foundry into a welding shop. The remainder of the Derby plant, including the machine shop, erecting and the box shop, will be unaffected.

♦ ANDERSEN LABORATORIES, Inc., West Hartford, manufacturers of ultrasonic delay lines and other electronic devices utilized in radar, missile and rocketry applications, has offered for sale as of December 6, 1960, its first public offering of 150,000 shares of common stock, without par value.

The stock offering is being made through Putnam & Company, Hartford, chief underwriter and representative of six other participating underwriters in New York, Philadelphia, Baltimore, Boston, Atlanta, Newark, New Haven and Meriden.

Organized as a Connecticut corporation in 1951 as a successor to a proprietorship formed by Walther M. A. Andersen in 1950, it has experienced a solid growth based on advanced research and development that has gained wide acceptance for its highly technical devices currently being produced in volume for the military services and to a lesser degree for civilian purposes.

Receipts from the sale of this first public offering will be used to acquire stock from selling stockholders, pay off obligations and furnish working capital for the company's expanding operations.

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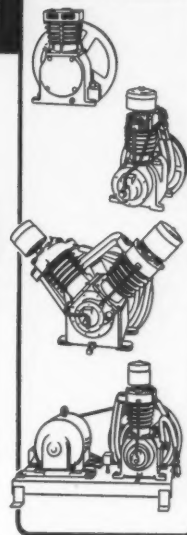
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# Public Relations

By CHARLES E. REICHE

Public Relations Director

## Management's Responsibility to PR

♦ FOR years certain shrill voices in the public relations craft have claimed that the PR directors should, in effect, sit in the laps of top management and be privy not only to what management is planning but to what management is thinking.

These voices go further. They say that management should base much of its thinking on cues furnished it by the public relations director.

In the welter of claims made for PR by this element of the PR industry there is one point of view which is eminently correct. You should let your right hand know what your left hand is doing. Nothing is more infuriating or frustrating to news people than to call a PR official at a company with a question or series of questions only to be told "I'll have to check that out with the boss and call you back."

There are times with fast-breaking news stories when this kind of thing is unavoidable. Day in, day out, however, it is a bad way to do business. Management should never bypass its PR department and should keep it informed all the time of what it is doing and how this activity should be presented to the public. What is the point in having a PR organization if the PR staff is kept in the dark about a company's activities which are bona fide news?

There are endless stories in the PR business, some of them hair raising, others merely ludicrous, of what can happen when communication between top management and the PR department is sluggish or lacking altogether.

At least one classic example of this happened in the 1950's when a very large, diversified corporation decided to kick its president upstairs to chairmanship of the board, at the same time making its executive vice president, a nationally known figure, president.

Public relations at this company was so well thought of that the head of PR had reached vice presidential status.

However, the change at the top level of management was made without anyone bothering to inform the PR vice president. The first he knew of the change was when, late at night, the Wall Street Journal called him at his house and asked him about it. Obviously at that point he could do nothing but equivocate. This had the net result of making both him and the corporation look foolish in the eyes of the Wall Street Journal. It also brought the PR vice president to the verge of apoplexy. And small wonder.

If a company has a full-fledged PR staff or even only a man who handles PR as well as other management functions the company will get its best service from him if he is kept informed up to the minute on what management

is up to. Otherwise he is under a severe handicap and, regardless of his talents, not in a position to do thoroughly what he was hired to do: communicate with a company's various publics.

## Corporate Greenery

It may well be, as Joyce Kilmer wrote, that only God can make a tree. Man, be it added, continues to find new and worthy uses for trees, not the least of which is for landscaping industrial plants.

We don't urge every factory in Connecticut to undertake a program for planting trees around the property. There is evidence at hand, however, from many companies with new and modern buildings that fetching lawns and thoughtful planting of trees have not only helped create better community relations but also make the place look better.

Employees, too, are said to find nicely landscaped factories helpful, both to morale and to the pride they take in working at such industries.

In Connecticut, a lot of our industry is still located in obsolete or obsolescent factory buildings, although management on all sides is making every effort to get out of this 19th Century architecture. It's pretty hard

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to make a factory, circa 1870 and spang in the middle of one of our large cities, look like anything but what it is: a relic of the Grant administration.

On the evidence, though, where management has the chance to make the factory more attractive, trees and lawns are one way to do it. Assuming, of course, that we all believe in good community relations.

Too many people are inclined to overlook or forget the fact that management, just as much as labor, has rights. This forgetfulness, in part, at least, is one reason for the continuing

and growing efforts of labor to usurp management rights.

Primarily management rights are wrapped up in the one big bundle of operating policy: how a business is to be run and why. Creating this policy and administering it is management's principal function. Everything else management does is subsidiary to these demands.

From the public relations point of view it is important to bear in mind that in management dealings, or communication, with various state and federal arbitration groups, such groups are more and more likely to rule that unused rights are forfeited. This means

too often that such unused rights are liable to become matters of arbitration when, as a matter of fact, they no more belong in that realm than does the color of a man's necktie.

It is imperative that management use the rights it has. Leaving such rights to gather dust may well mean that ultimately they will be lost.

It is imperative, too, many believe, to start now to recapture any perquisites management may have lost during the years of the reckless ascendancy of organized labor. This can be done by applying such rights to questions of arbitration in a direct and unequivocal manner. Once such rights are successfully reestablished they must be *used* and not allowed to deteriorate again.

Finally, as we have written before, be sure your foremen are fully informed about policy and that, above all, they know what management's rights are and are willing to fight for them.

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## Opening Doors to the Unknown

(Continued from Page 9)

man's thinking power. Quantum is now installing an IBM 1620 computer in its industrial computer center. This will enable data processing, physical science engineering calculations, marketing analysis, forecasting potentialities of designs and products, computing actuarial work for insurance, preparation of status reports in transportation and other areas.

The three officers of Quantum, Inc., Dr. C. M. Doede, President, (Mrs.) Dr. D. R. Doede, Treasurer and A. D. Thomas, Secretary, all agree that the team approach works best in research and development. This is the method used by Quantum. Hence, a group of scientists specialized in certain fields enrich each other's ideas by bringing their particular knowledge to bear on problems of other disciplines. Often, the most effective solutions and answers come from outside the area in question.

To assist the industrial community, Quantum sponsors symposiums which have been held in Connecticut and Massachusetts. The last two were titled, "Plastics in the 'Sixties'" and "Growth Through New Products." Isaac Newton said many years ago, "We are merely picking up pebbles on the beach while the great ocean of truth lies undiscovered before us." His words still apply in our modern technological age. What is happening at Quantum and in the field of research and development proves the truism that one great discovery merely opens the door to other unknowns.





Architect ROSSETTI & MILETO, Bristol

Contractor FUSCO-AMATRUDA CO, New Haven

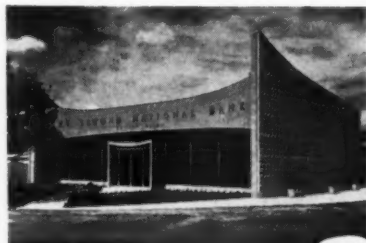
## Separated yet Unified--by Plasticrete Masonry Bloc

**PROBLEM:** The modern branch bank requires an especially efficient layout if it is to reflect the parent bank's service features as completely as possible, under conditions of relatively compact space and staff. — When the SECOND NATIONAL BANK OF NEW HAVEN planned an office in Hamden (their fourth branch, opened recently) they sought an arrangement that would both simplify operation and supervision, facilitate a certain functional overlapping of personnel, and at the same time allow customer and employee alike the comfortable "feel" of spaciousness.

**SOLUTION:** As illustrated above, modern masonry units were used to help achieve the Second National's purpose. The architect specified Plasticrete's handsome new Florentine Grille bloc as a screen between administrative and drive-in teller's areas, and as a unifying element in foyer walls and counter-pedestals behind the camera. This feeling of *unified space* continues the external effect of the building as shown below: curved walls of sturdy structural bloc encased in an over-all facing of graceful Venetian Grille — all by Plasticrete.

Whether the *space with unity* project involves a departmental separation for commerce or industry, or merely residential functionalism for the home-builder — modern concrete masonry units are widely serviceable, permanently economical and good-looking.

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# How Would You Decide?

By LEON L. LEMAIRE

Attorney

## ♦ IN computing "average hourly piecework earnings," may the company include earnings on an "off-standard" job?

*Here's what happened.*

The claimant was a "press operator" who successfully bid into the combination job of "mixing" and "calendering." The mixing work which was done part of the time was on standard. The calendering work was off standard and had to be paid for by the company "on the basis of average hourly piecework earnings for the previous pay period." How this average is to be computed is stated in the contract:

"The average hourly piecework rate shall be computed by dividing the total piecework hours worked in the previous pay period into the total piecework earnings for the same period."

Waiting time and day work were specifically excluded from the computation. During the first week on his new job, the grievant was paid for the calendering work on the basis of his incentive earnings on the press operation, and with this the union has no quarrel. He performed no mixing that week. During the second week the company paid for the mixing work according to incentive and for the calendering work according to the incentive earnings on the press operation, and this too was in accord with the union's interpretation. During the third week the company computed his calender earnings by taking the weighted average of the incentive earnings on the mixing work and the calender earnings of the previous week. This the union charges is clearly in violation of the contract, which states that off-standard work is to be paid for on the basis of "their average hourly piecework earnings for the previous pay period."

They argue that the only piecework earnings of the previous pay period were the incentive earnings on the mixing job. The company states that under the contract all earnings received by incentive workers on incentive jobs in the previous pay period are to be included in determining average hourly piecework earnings;

therefore, the computation of the grievant's average hourly piecework earnings for the third week included not only his piecework earnings on the mixing job but his piecework earnings on the calender job. This has been the policy of the company for years. The fact that the parties excluded day work indicates that the computation should include all earnings made on incentive jobs by incentive employees.

## Are "off-standard" earnings "piecework" earnings?

In the opinion of the arbitrator the parties intended in their agreement that an incentive worker working on an incentive job which, for some reason is not on incentive rate, should have some protection for his opportunity for incentive earnings. To do this the parties agreed that for the hours during which he is off incentive on an off-standard job the incentive employee will be guaranteed the weekly average of his incentive earnings during the previous week. The question is whether or not earnings on an off-standard job are to be considered piecework earnings and included in the total on which the "average hourly piecework earnings" are computed. Earnings on an off-standard job are

not straight-time earnings; they are guaranteed incentive earnings paid to an incentive employee working on an incentive job, which for some reason is off-standard. Accordingly, the earnings of an employee on an off-standard, incentive job under the contract are incentive earnings guaranteed him by his incentive activity in the previous week. As such, these earnings fall into "the total piecework earnings" provided for in the contract. The parties agree that in computing average hourly piecework earnings "all waiting time and day work" are to be excluded. Significantly, the parties did not exclude the earnings of an incentive worker working off standard. During the three years that the language has been in the contract the company has included off-standard earnings in the computation of average hourly piecework earnings, and such computations were proper.

## May a company suspend an employee pending the outcome of criminal prosecution for activities outside the plant?

*Here's what happened.*

In early September, 1959, the grievant, who was working on the night shift, received permission to leave the plant to get something to eat. While out of the plant, he got into a fight which led to his arrest and later to his being charged with "rape and indecent assault, sodomy, and impersonating a police officer." Four days later he was suspended from duty "pending a complete investigation into his arrest," and the company "subsequently determined that the grievant be relieved from duty until such time as

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his case was disposed of in a court of law." In January, 1960, he went on trial, but late in March the case against him was dropped because the jury could not agree. He was then reinstated to his position without loss of seniority rights and benefits. The union is asking that he be made whole for the loss of earnings from his suspension early in September, 1959, to his reinstatement at the end of March, 1960. The union asserts that the suspension constituted discipline and that the discipline was imposed "without good and sufficient cause." The company denies that the suspension was "discipline"; rather, it says the suspension was an administrative act and it had the right to suspend the grievant pending an investigation which included waiting the outcome of the criminal proceeding.

## How long may suspension be imposed?

In the opinion of the arbitrator, circumstances may justify the suspension of an employee pending an investigation of facts which, if established, may support discharge or other discipline; however, such suspension may not run indefinitely. While conceding the right of the company in September, 1959, to suspend the grievant, the company did not have the right to suspend him for nearly seven months nor the right to impose loss of pay on the grievant for the period of his suspension. The charges against the grievant were sufficiently serious to be of legitimate concern to the company and it had a right, if not a duty, to investigate. But to continue the investigation and thus to keep the grievant in "limbo" for nearly seven months was clearly an act of discipline. In view of the fact that the prosecution was ultimately discontinued, discipline of such severity was not justified. There is no way of determining precisely what a reasonable period for investigation is, and the facts in each case will have a bearing upon the determination. Under the circumstances here, a one-month period was reasonable for investigation. Therefore, the grievant should be made whole for the loss of wages during the period beginning one month after his suspension and terminating with his reinstatement, less any earnings during the period.

**Must an employee accept a transfer to a new position where contract gives him the right to be "laid off" rather than to "bump" into another job?**

*Here's what happened.*

The claimant was hired in May, 1956, as a Labor Grade 9 in the ship-

ping department. Work in the department declined steadily during 1959. In January, 1960, a further reduction in the amount of work occurred. The grievant was junior man in the department, and his job was taken by a senior man. Meanwhile in December, 1959, a Labor Grade 9 vacancy had arisen in another department. No one had bid for this job, and it was open in January, 1960, when the grievant's tenure in the shipping department was terminated. He was advised that the company planned to transfer him to the open position with no loss in pay. After looking at the job, the grievant rejected the transfer on the ground that he was allergic to potash. When his supervisor asked that he have the allergy verified by either the company's or his own physician, he refused. He asked if any other openings existed and was advised there were none at the time. He then asked to be laid off in accordance with the contract, which provides that an employee displaced by a reduction in the work force or by a senior employee exercising "bumping" rights and who elects not to invoke bumping rights granted him by the contract "shall be laid off for lack of work." Management declined to lay him off, insisting he accept the transfer. The grievant still refused and was severed from the payroll on the grounds that he "left work voluntarily — refused transfer." The union, thereupon, submitted this grievance, claiming a violation of the contract. The company argues the parties have agreed in the contract that "the right of the company . . . to transfer to new duties . . . shall not be limited except as specifically set forth in this Agreement," and therefore, they had the right to insist he accept the transfer.

## How can the conflict between management's right to transfer and the employee's right to be "laid off" be resolved?

The arbitrator decided that the "bumping" clause must not be interpreted to nullify management's right to transfer employees to new jobs. Simultaneously with the one-man reduction in the shipping department, there existed an opening for one man in another department. No one had bid for or requested this job. Thus, management was free to use the normal device for filling a vacancy, namely, transfer. Here, then, is the crux of the case: Two contract provisions seemingly applicable at the same time, one leading in the direction of layoff, the other towards transfer and reassignment to a new posi-

(Continued on Page 44)



# Accounting Hints

Contributed by

The Hartford Chapter National Association of Accountants

## The Handling and Reporting of Business Expenses and Reimbursements

By HEWLETT F. LADD, Tax Manager  
Price Waterhouse & Co., Hartford Office

♦ OF the recent developments in the field of federal income taxation, few have been the subject of more interest and concern than the Treasury's stepped-up program for the reporting and examination of expense accounts. The published rules, and certain unpublished procedural rules, provide for both an intensive and extensive examination of expense account practices of employers as well as employees. They will affect every business, regardless of size or form, as well as the large number of individuals who incur business expenses.

Traditionally, our self-assessment federal income tax system has been based on the premise that taxpayers are basically honest, and that given a clear expression of the rules they will apply them in good faith to their own situation in assessing their own tax liabilities. The question of whether the new reporting requirements, and the enforcement measures to be taken by the Internal Revenue Service, represent a serious inroad into this time-honored self-assessment system is not pertinent to this article. It is clear that the increased attention of the Service to business expenditures has elicited a certain amount of not unjustified popular support. Accordingly, all businessmen should be interested in any program which will eliminate the abuses of a few which might jeopardize the legitimate deductions of many, for the alternative could be stringent legislative restrictions. It is important, then, that the business community make a sincere effort to comply with the new reporting requirements and maintain adequate records which will relate travel and entertainment expenses to a business purpose.

It should be emphasized that the rules which the Internal Revenue Service will now follow in dealing with employee expense accounts do not represent a change in the law. Business expenses are still business expenses and personal expenses are still personal expenses. There has also been

no change in existing regulations on reporting expense reimbursements in an employee's tax return. An employee must account to his employer or the Government, but not both. If he does account to his employer by "acceptable accounting practices," he need account to the Government only if incurred expenses exceed allowances or reimbursements, and then only if a deduction is sought for the excess. If he does not, reimbursements are taxable to the employee.

The reporting requirements of employers, however, are new.

The 1960 tax returns of corporations, partnerships and proprietors have been expanded to include sections dealing with expense account allowances paid to the 25 highest paid officers of a corporation, or partners of a partnership, or a proprietor and the 5 highest paid employees of a sole proprietorship. Information will be required, however, only for those whose total compensation, including salary and payments directly or indirectly for expenses and other allowances, are in excess of \$10,000. For this purpose, expense account allowances mean amounts, other than compensation, received as advances or reimbursements, and amounts paid by or for the employer for expenses incurred by or on behalf of an officer, partner, employee,

or proprietor. All amounts charged through any type of credit card are includible.

### Questions to be answered on return

The 1960 returns also contain the following questions: "Did you claim a deduction for expenses connected with:

1. A hunting lodge, working ranch or farm, fishing camp, resort property, pleasure boat or yacht, or other similar facility? (Other than where the operation of the facility was your principal business.)

2. The leasing, renting or ownership of a hotel room or suite, apartment, or other dwelling which was used by customers or officers or employees including members of their families? (Other than use by officers or employees while in business travel status.)

3. The attendance of members of families of officers or employees at conventions or business meetings?

4. Vacations for officers or employees, or members of their families? (Other than vacation pay reported on Form W-2.)"

An affirmative answer to any of these questions does not mean, says the Treasury, that the deductions claimed for any of these items will necessarily be questioned or disallowed. On the other hand, the absence of a question relating to other similar expenses does not mean that such expenses will not receive consideration upon examination. Though no penalty will attach for failure to answer the questions, such failure may well lead to a thorough examination.

### Instructions issued to IRS field officers

Special forms and instructions have been issued to all field offices of the Internal Revenue Service for the man-



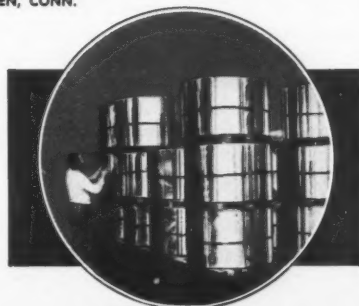
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datory use by agents examining corporate and other employer's returns involving deductions for entertainment, travel and similar expenses. The agent is required to determine whether the employer requires an "accounting" of these expenses, whether he uses acceptable business practices in this respect, and whether expenses include items of a nonbusiness or personal nature which should be charged to the employee as additional income.

The form also requires the agent to inquire into and review some 18 categories of expenses paid by the employer for such "fringe" benefits as the nonbusiness use of yachts, hunting lodges, club dues, purported business trips, autos, beach homes, purchases of articles or services destined for nonbusiness use, and many others. If circumstances warrant, the agent will prepare a list of all officers and employees who received expense allowances or nonbusiness benefits involving amounts meriting further examination. In dealing with closely held corporations, allowances or other benefits given to officer-stockholders may be disallowed to the corporation in their entirety as well as taxed to the recipient, resulting in many instances in a tax in excess of 100% of the amount of the items disallowed.

#### **The meaning of an accounting**

To "account to an employer" means to submit an expense account or other required written statement to the employer showing the business nature and the amount of all the employee's expenses, including those charged directly or indirectly to the employer through credit cards or otherwise. The amounts should be broken down into such broad categories as transportation, meals, lodging while away from home overnight, entertainment expenses and other business expenses.

Mileage, per diem in lieu of subsistence, and similar allowances providing for ordinary and necessary business expenses in accordance with a fixed scale may be regarded as equivalent to an accounting. However, any employer who grants mileage or per diem allowances in excess of 12½ cents per mile or \$15 per day must secure a ruling in advance before his plan will qualify as an "accounting." Variations recognizing higher costs in certain localities or number of miles driven during a given period may be acceptable, but variations based on grade or salary will not qualify. Flat allowances other than the foregoing, which are not accounted for, constitute taxable income to the employee. He must support deductions therefrom in his own tax return, a difficult task at best.

#### **No precise formula**

No precise formula can be prescribed for record keeping. As a minimum, the records should disclose: (1) *Why* — the purpose and relation of the expenditure to the taxpayer's business, (2) *Who* — the name of the person or persons entertained, (3) *When* — the date of the expenditure, (4) *Where* — the place, payee and the nature of the product or service received, (5) *How much*.

These rules should not be interpreted to mean that an employer must obtain from the employee minute details of each and every expenditure. Unusual items, of course, should be accompanied by explanations and large items should be supported by evidence of payment as well. Thus, information showing the "why, who, when, where and how much?" should be available with respect to all large and unusual items, but in the case of normal routine expenditures, where other facts may be accepted as a guide to their reasonableness, something less than an accounting to the employer should be perfectly acceptable.

The usual internal accounting controls should provide for examination and approval of expense reports by a person to whom the employee is directly responsible.

#### **Credit cards**

The increasingly widespread use of charge accounts by credit cards or otherwise creates a major problem of expense accounting. The charging of expenses to an employer through credit cards does not of itself constitute an accounting by the employee to his employer as statements submitted for charges ordinarily do not furnish a record or proof that each charge was a proper business expense.

Because of the time interval between the submission of expense accounts and billings from travel and credit organizations, some companies have adopted the procedure of charging all charge account payments to the employees' advance accounts. The employees are then required to make an accounting before the items are cleared out of the advance account and either charged to the employees personally or to an appropriate expense account.

#### **Business versus personal expenses**

The fine line of distinction between ordinary and necessary trade or business expenses and personal benefit and enjoyment is rarely clear-cut. Identical types of expenditures may be bona fide business expenses in one instance and purely personal expenses in another. The most difficult problems arise where there is a mixture of both elements. In each instance, the facts will

govern and it behooves each taxpayer to support the position taken.

It is not possible to measure any incidental personal enjoyment which may be a part of business activities. While some types of business entertaining may be most pleasant, it does not seem reasonable that the host must *not* enjoy himself in order that the entertainment be tax deductible.

Taxpayers should not be stampeded into foregoing such deductions if an unbiased observation supports the position that the expense incurred is for business purposes. In such instances, the taxpayer should not hesitate to claim and defend business deductions to which he believes he is entitled.

#### **Clubs and entertainment — twilight areas**

Where membership in a club is held for business purposes, the club dues should be deductible as a business expense. Personal use of a club should not be charged to the business, but it is unrealistic to place all the emphasis on the amount of personal use of a club. The "business image" is frequently improved by club memberships. Most club members could easily have lunch elsewhere and reserve the club for business entertaining, but as a practical matter, regular personal use of a club for which no charge is made to the business may raise the individual's personal expenses and result in a business benefit at the same time. A firm may well derive benefits from having its officers attend a certain club and from the incidental contacts made there, but taxpayers should be prepared to produce some demonstrable proof of the value of such contacts.

#### **Company cars**

It is not uncommon to provide cars for the business use of executives. While charges should be made for substantial personal use, incidental use may be offset by expenses borne by the employee. Careful analysis may show that driving, supposedly personal, benefitted the business.

#### **Fringe-benefit facilities**

Planning with respect to facilities covered by the specific questions on the new tax forms should start with the basic question of ownership. Facilities primarily used for business should be held in the business name. Facilities which are largely for personal use might better be held in the name of the individual, with charges made to the business based on business use. Where a company maintains facilities such as a lodge, hotel suite or yacht, there should be a clear written determination by responsible management that such ownership or rental is

a necessary and valuable aid in the business. Rules should be established as to the use of the facilities and a complete log or similar record should be maintained in support of the business purpose of such use.

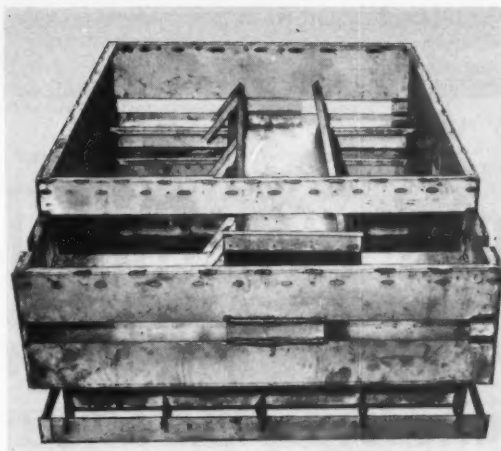
#### Employee relations

Each employer organization would be wise to adopt a policy as to how much of the necessary accounting for employee expense it will assume, and how much of the burden it will place on the employee. The setting forth and following of a policy for the employees as to what will be a satisfactory accounting will relieve them of a large part of the reporting problem for federal income tax purposes. Any areas of possible danger that the Treasury Department would contend that additional income was realized should be discussed with the officers or employees involved and steps taken to assist them in compiling and retaining data which would overcome such a contention. The maintenance of a daily diary and record of expenditures should be encouraged.

#### Planning for the future

Many businesses would benefit from a survey of what their policies are, or should be, with respect to expense account reporting and how they are actually carried out. The survey might test the procedures under the Treasury Department's new rules with the attitude of a thorough but not unfriendly Internal Revenue Agent. In many instances, in order to secure an objective viewpoint, such a review can perhaps best be handled by the outside accountants of the business. Relations with stockholders might also benefit from the results of such a review.

Each company should adopt a clearly stated written policy relative to traveling and entertainment. This statement should define expenses which are reimbursable and non-reimbursable, the nature and extent of entertainment which is expected, including entertainment of other employees, travel and entertainment expenses of wives (generally not deductible unless it can be shown that their presence fulfilled a bona fide business purpose) charges for personal use of company cars or other facilities, expense advances and administrative procedures for reporting, approval and reimbursement including situations where evidence of payment must be furnished. Corporations may also find it desirable to have resolutions defining the obligations of officers to travel or entertain on behalf of the company and the nature of those expenses which will be assumed by the corporation.



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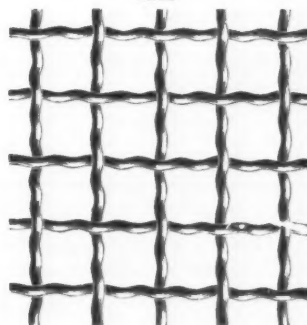


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# Business Pattern

*A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.*

## Connecticut and U.S. Business Decline

INDUSTRIAL ACTIVITY - CONNECTICUT vs. UNITED STATES  
% DEVIATION FROM TREND



◆ THE Connecticut Index in November decreased to -4.3%, the lowest level since August 1958. As was the case last month, an increase in construction employment was more than offset by decreases in the other three components.

The U. S. Index continued its decline, falling to -4.0% in November. Auto production slackened and steel output hit a low for the year.

The U. S. manufacturing workweek declined to its lowest level in over two years. Industrial production, as measured by the Federal Reserve, fell to a 12 month low. In addition, a recently released survey showed that new plant and equipment expenditures, contrary to earlier expectations, had declined in the third quarter. The survey also indicated that further declines were likely in the next two quarters.

### Unemployment

Connecticut unemployment rose slightly in November to 58,900 which was 5.4% of the labor force. This number was higher than a year ago, but was well below the 72,800 of November 1958.

Unemployment is up from a year ago in every labor market area, but is below November 1958 in all except three areas. Bristol, with 12.8% of its labor force unemployed in November, continues to show the highest jobless percent. The continuing

low rates reported by Stamford, Norwalk and New London reflect the activity of their technologically advanced industries such as research, electronics, atomic submarines and drugs.

It appears that unemployment in both the state and the nation as a whole will become more serious before there is any improvement. Labor Department officials estimate that U. S. unemployment could come close to 6 million by May or June. This would be a record for the postwar period.

(Continued on Page 60)

## OUT OF SIGHT OUT OF MIND

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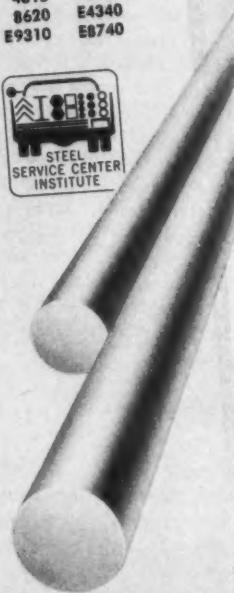
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# Spotlight on the Future

Contributed by National Association of Purchasing Agents  
By Chester F. Ogden, Manager of Purchases  
The Detroit Edison Company

## General Business Conditions

◆ OVER-ALL business in 1961 will be better than in 1960, but the present downward drift will continue into the second quarter of the year. This is the consensus of purchasing executives in their semi-annual forecast of what's in store for the nation's economy. A total of 23% predict business in the first quarter of 1961 will be worse than in the last quarter of 1960, while 60% see no change and 17% think it will be better. However, in looking at the first six months of 1961, as compared to the last six months of 1960, 36% see improvement and only 15% predict poorer conditions. The remainder believe we will coast along at present levels.

When they evaluate the year 1961 as a whole as compared to 1960, 46% look for improvement, 41% see no change, and only 13% see it as worse. Despite this belief that we will reach a turning point around midyear, there is no doubt that, at the present time, business is slipping further toward a full-scale recession.

Both our new order and production figures have deteriorated in the last month and are now worse than they have been at any time since the 1957-1958 recession.

In contrast with the 1957-1958 recession, prices have been under pressure and are trending downward this time. Unemployment is becoming a major problem and is expected to be worse as soon as the temporary holiday help is no longer required.

Purchasing executives remain very cautious in their buying policy and most are keeping their forward commitments to a minimum. Along with this, they are making stringent efforts to reduce their inventory of purchased materials further. Comments that accompanied our members' reports, reflected doubt and caution; but, at the same time, they expressed hope and some optimism that soon things would be better. However, most were at a loss in trying to pinpoint just where the stimulation for immediate better business would come from.

(Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Chairman is Chester F. Ogden, Vice President, The Detroit Edison Company, Detroit, Michigan.)

## Commodity Prices

Prices continue to drift slightly lower as the result of both keen domestic competition and the threat of foreign imports. This month, 14% of our members report lower prices, 80% say there has been no change, and 6% tell of slight over-all increases. Some specific items have become so competitive, pricewise, that manufacturers state they are booking new business at figures that provide no profit at all and in occasional instances result in a loss. This is being done to keep plants busy and avoid laying off trained workers who might not be available later when needed.

## Purchased Materials Inventories

Last month, we reported that some slight additions to purchased inventories had been made. It now appears that, in all probability, this may have been in anticipation of Christmas sales. Whatever the reason, the inventory reduction trend resumed in December. There are 37% of the committee who say they are continuing to cut back on purchased materials on hand, against 13% who tell of additions. An even 50% say they are holding the line at present levels. Comments in their reports indicate that many feel their finished goods inventories are too high and some even tell of drastic price reductions in attempts to reduce them. Until finished goods are moving faster, further reductions in purchased goods inventories can be expected.

## Employment

In September, 1959, largely as a result of the steel strike, the Business Survey Report showed a greater number of purchasing executives reporting employment as worse than reporting it as better. This occurred again in March, 1960, and the breach has been constantly widening since then. For December, we find only 7% indicating any improvement, while 30% say their employment is below last month. Not since early in 1958 has the situation looked as bad. Since this report covers mainly industrial activity, it must be said in all fairness that employment in the retail business has

picked up for the holiday trade. However, none are willing to say that one offsets the other; nor, of course, is the retail pickup anything other than temporary relief.

## Specific Commodity Changes

A minimum of specific price activity is reported this month. Even those items appearing as *up* or *down* did not have a lot of support. For several months now, the phthalate family of chemicals has been in short supply and seems to be becoming a perennial on the list.

On the *up* side are: Tin containers, vegetable oils, and burlap.

On the *down* side are: Corn starch and lead.

In *short* supply are: Phthalate plasticizers, phthalic anhydride, and benzol.

(Continued on Page 44)

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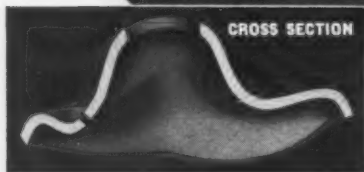
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## FACTS ABOUT THE JOB

**The Part:** Valve Rocker Arm—Standard in all "sixes" and "eights" used in the leading line of a big 3 car maker.

**The Performance Period**—1958 through 1960.

**The Material**—AISI 1010 Cold Rolled Steel Strip .1196"  $\pm$  .003" x coil, drawing quality, regular satin finish (as supplied by DSC Strip Division).

**Functional Requirements**—Level gauge and even temper within specified tolerances to permit high speed, non-stop production; uniform chemical composition and micro structure to permit development of necessary physical properties through heat treatment.

**The Operations**—Blank (multiple); Multi-station progressive forming and coining dies: re-strike, pierce, heat treat.

**Accutronic**—A Registered Trademark descriptive of DSC Cold Rolled Sheet and Strip products.

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# Business Tips

## Hedging — A Crutch for Sagging Profits

By **THOMAS LEA DAVIDSON**  
Assistant Professor of Marketing

School of Business Administration,  
University of Connecticut

♦ **BUSINESSMEN** today are becoming more and more concerned with the tightening profit squeeze. Unable to pass on increased costs to consumers, they are searching for ways to shore up sagging profits. The result is a continuing re-evaluation of all segments of the business operation.

When profits are pinched and when competition prevents price increases, the common tendency is to search for ways to reduce costs. Each expenditure is carefully scrutinized to determine if it can be reduced or even eliminated. Items whose need is not obvious or which can be postponed are especially susceptible. For instance, advertising, research and development, and new equipment expenditures are frequently first to feel the ax.

There is, however, a danger in cost cutting. Except for the elimination of waste, which should always be a major objective of any business, reduction in expenditures means a concurrent reduction in effort. When competitors are aggressive the loss of revenue resulting from reduced effort, especially in the long run, can easily exceed the reduction in costs. Many companies have found that the solution to the profit squeeze is not to reduce effort but rather to constructively increase it.

The purpose of this brief comment is to suggest one possibility, frequently overlooked by many manufacturers, wherein additional expenditure of effort may result in increased profits. This possibility is the use of hedging.

Hedging, as it is used here, is defined as the taking of a position in the futures market that corresponds, but is opposite, to a position taken in the cash or physical market. For instance, if a leather tannery purchases

actual hides from a grower so that it now has uncommitted hides in inventory, its hedge would consist of selling an equal amount of hides futures. Conversely, if the leather tannery agreed to deliver actual hides to a shoe manufacturer sometime next year but did not already have hides in inventory to fill this order, its hedge would consist of a purchase of hides futures.

To understand the reasoning behind hedging, one must understand the nature of management decisions.

The most pervasive characteristic of managerial decision making is imperfect knowledge of the future. Because they are forced to make de-

cisions without complete information as to future events, managers are continually confronted with risk and uncertainty. In fact, mere ownership by itself creates risk.

The risks which a business manager faces are numerous and varied. Some of these, such as fire, theft, wind storm or liability, can be protected against through the use of commercial insurance. For other risks, however, no such protection is available. One of the latter is the risk of a change in price.

If a person owns a commodity, he also "owns" the risk that the economic worth or the price of that commodity may change. If a copper manufacturer buys a carload of copper scrap (approximately 25 tons) and then the price goes down by only a half cent per pound before he can resell it he has suffered a loss in the value of his copper of \$250. In a competitive market such as exists for copper, the margin of profit usually is rather small. Scrap and end product prices tend to fluctuate together and the futures market reflects these changes quite rapidly. The result of a change in the cash price of his copper may not only wipe out his expected net profit but may create a loss which impairs his capital position.

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\*This article is based in part on the published proceedings of a symposium entitled *The Problem of the Free Markets and the Role of the Commodity Exchanges in the American Economy*. In addition to the brief descriptions of some of the commodity exchanges, these proceedings contain discussions on their functioning, hedging, futures trading, and other related topics. A few copies of these proceedings, which were edited by Professor Davidson, are available and may be procured by contacting him at the University.

The same type of risk can occur if a dealer agrees to sell a commodity which he has not yet purchased. The same copper manufacturer may find that in order to keep up his volume, he must agree to sell copper ahead to some large consumer or distributor with actual delivery to take place several months in the future. To remain competitive and keep his usual outlets, he will sell ahead making due allowance for the cost of carrying the copper until the later period. If the price goes up by the same one half cent a pound as mentioned above before he actually buys the copper, he again will lose \$250 per car.

In either of the two foregoing examples the dealer needs protection against both of these losses. Hedging could have provided this. By hedging he could have maintained his purchases and sales but would have offset them by futures market transactions that would have left his commodity net worth at zero. By keeping his inventory or commitments of actual copper at all times around the zero level, he reduces his price risk as it relates to outright price changes and confines his risk to the basis, the difference between the current and the futures price, which is usually much less volatile and risky. As long as the basis remains unchanged, he will not care what happens to price.

An example of a copper hedge will illustrate the value of this process.

On any given day a copper smelter buys 500 tons of scrap at a price of 23¢ per pound. At this time the sales organization has procured orders for only the product of 100 of these tons, so the rest is hedged.

### Transactions

Buy 400 tons of uncommitted scrap at 23 cents per pound.

Total cost: ..... \$184,000  
(Copper cost 29.5¢ per pound)

Processes 350 tons of copper for cost of 2¢ per pound.

Total cost: ..... \$ 14,000

Total cost of copper: .... \$198,000

Sells 14 contracts (350 tons) of futures (1 year ahead) for 29 cents per pound.

Total value: ..... \$203,000

After 90 days sells 350 tons of copper at 27 cents per pound.

Total receipts: ..... \$189,000

Loss: ..... \$ 9,000

Buys 14 contracts same futures at 26.5 cents per pound.

Total cost: ..... \$185,500

Gain on Transaction: ..... \$ 17,500

Net profit on both transactions:

\$17,500 less \$9,000 .....	\$8,500
Less commissions .....	700
	<hr/> \$7,800

One can see from the foregoing example that an expenditure of \$700 in commissions resulted in a profit of \$7,800, instead of a loss of \$9,000. This amounted to a net gain of approximately \$16,800, or an amount 24 times the cost.

Frequently, the reason given for not hedging is that a manufacturer believes that the use of the futures market involves speculation. What is not understood is that not hedging is also speculation, speculation that the price will remain the same. In fact, because the cash price tends to be more erratic than the difference in the cash and futures prices, not to hedge often involves more risk than to hedge.

Obviously, the use of the futures market requires careful and intelligent study. The purpose of this article is not to indicate that anyone or everyone should trade in futures contracts. Rather it is to suggest that for many manufacturers who are not now hedging, the use of this form of insurance could easily result in increased profits.

### America Wake Up

(Continued from Page 14)

What I have said here to the America I love and admire applies no less to all other free nations, my own among them. Freedom has become indivisible. To settle for a world half-slave, half-free is the surest road to surrender. The new barbarians cannot be bought off or contained. *They must be defeated.* This can still be done without a nuclear showdown — by an all-out offensive in the fields of propaganda, economic aid, public education and, in general, fighting fire with fire in every part of the globe.

We can yet drive the Reds in their turn onto the defensive. There are plenty of weaknesses and vulnerable spots in the Communist camp — and we can exploit every one of them. We can turn the Communists' own weapons, including infiltration and subversion, against them. We can create "crises" in *their* home territory, instead of waiting passively for crises in ours. We can train specialists in every branch of cold warfare instead of relying on amateurs. We can keep alive the hope of release from servitude among our enslaved brothers under the Communist yoke.

Appeasement is as futile in a cold war as it has proved to be, through-

out the ages, in hot war. Continued apathy, or half-measures, in the struggle now under way will only encourage the Communists to underrate our will to resist, thus eventually crowding us into a corner where we will have to choose between nuclear war and surrender.

The only possible solution is to wage this protracted conflict twice as hard, twice as effectively, as the Communists are now waging it. We must embark on a massive offensive, turning every Communist trick and stratagem — from propaganda to infiltration — against our mortal enemy. This is the one and only way to win the struggle for survival.

### How Would You Decide?

(Continued from Page 34)

tion. It is customary, in contract construction, to avoid an interpretation which would render meaningless or nullify part of the agreement. It is the parties' intent — as gathered from the entire document — which must prevail. It seems most unlikely that the parties designed their lay-off clause in order to frustrate normal work reassignments. The purpose of the bumping clause is to protect and preserve employment opportunities of senior employees, while at the same time permitting them to accept a lay-off rather than displace some other employee. But in January there was a legitimate opportunity for reassignment for which management, not unreasonably, chose the grievant. Under the circumstances management did not act improperly in insisting he accept the transfer unless he had appropriate reasons for declining. The grievant's statement that he was allergic to potash cannot be accorded much weight in view of his refusal to submit to a medical check-up.

### Spotlight on the Future

(Continued from Page 41)

#### Buying Policy

For the first time since June, 1958, we have no buyers reporting maintenance, repair and operation commitments beyond 180 days. While MRO is traditionally a short-term requirement, there have usually been a few who had more extended commitments. The trend toward shorter forward buying in production materials is also evident again this month. Both the 180-day and the 90-day figures are down from last month, with a corresponding increase in hand-to-mouth buying.

# PRODUCTS AND SERVICES

THIS department, formerly listing only products made in Connecticut (from 1937 through 1959) is now available for listing not only products made in the state but also services available to industry through management, technical research or other service organizations located in Connecticut.

Listing rate, \$6.00 per listing for 12 monthly insertions, effective with the February 1960 issue. Listings are payable annually, in advance, or within 30 days after their first insertion.

- |   |  |  |
|---|--|--|
| <b>Abrasives</b><br>Fuller Merriam Company, The (Vitrified, Resinoid Bonded Grinding Wheels & Segments) West Haven  | <b>Aircraft Engine Details</b><br>American Standard Products, Inc. Hartford<br>Hartford Machine Screw Co., Div. of Standard Screw Co. Hartford<br>New Haven Trap Rock Co., The, Machine Products Div. North Branford<br>Tag Alloy Welding & Mfg. Co., Inc. Glastonbury | <b>Aluminum Windows</b><br>Norlee Aluminum Prod. Corp. (combination and prime) Bloomfield  |
| <b>Abrasive Adhesives</b><br>Scovill, Inc., D. & H. (for polishing metals, etc.) Higganum   | <b>Aircraft Engines</b><br>Lycoming Division Avco Mfg. Corp. Stratford<br>Pratt & Whitney Aircraft Div., United Aircraft Corp. (aircraft) East Hartford  | <b>Ammunition</b><br>Remington Arms Co., Inc. Bridgeport   |
| <b>Absorbents</b><br>Nielsen & Sons, Inc., John R. (oil, water, and grease) South Windsor   | <b>Aircraft Fasteners</b><br>American Standard Products, Inc. Hartford<br>Hartford Machine Screw Co. Div. of Standard Screw Co. Hartford<br>Scovill Manufacturing Co. (PANLOC Aircraft Fasteners) Waterbury  | <b>Anodic Coating</b><br>Fenn Mfg. Co., The (Dow 17) Newington   |
| <b>Accounting Forms</b><br>Baker-Goodyear Co., The Branford   | <b>Aircraft Instruments</b><br>Gorn Electric Company, Inc. Stamford<br>Lewis Engineering Co., The Naugatuck  | <b>Anodizing</b><br>All-Brite Chemical Corp. Watertown<br>Aluminum Finishing Co. Bridgeport<br>Contract Plating Co., Inc. Stratford<br>Leed Co., The H. A. Hamden<br>Stamford Polishing & Plating Corp. Stamford   |
| <b>Accounting Machine Cards</b><br>Connecticut Printers, Inc. Hartford  | <b>Aircraft Nuts</b><br>McMellon Bros., Inc. Bridgeport  | <b>Anodizing Equipment</b><br>Enthone, Inc. New Haven  |
| <b>Adding Machines</b><br>Underwood Corporation Hartford  | <b>Aircraft—Repair &amp; Overhaul</b><br>Airport Department Pratt & Whitney Aircraft Div. Rentschler Field East Hartford   | <b>Asbestos</b><br>Auburn Manufacturing Company, The (gaskets, packaging, wicks) Middletown  |
| <b>Adhesives</b><br>Polymer Industries, Inc. Springdale<br>Raybestos Division Raybestos-Manhattan, Inc. Bridgeport  | <b>Aircraft Studs &amp; Bolts</b><br>American Standard Products, Inc. Hartford<br>Hartford Machine Screw Co., Div. of Standard Screw Co. Hartford  | <b>Asarcon Bronze</b><br>Derby Castings Company, The Seymour<br>Knapp Foundry Company, Inc. (bushing & bearing stock) Guilford   |
| <b>Advertising</b><br>Eitel, Walter T. West Hartford  | <b>Aircraft Test Equipment</b><br>United Manufacturing Co., Division of The W. L. Maxson Corp. Hamden  | <b>Assemblies—Special</b><br>Custom Products Corp. Bridgeport  |
| <b>Advertising Mats</b><br>Ads Inc., Div. CSW Plastic Types, Inc. (plates, services) Rocky Hill   | <b>Alumilite Aluminum Sheets</b><br>Leed Co., The H. A. Hamden   | <b>Assemblies—Small</b><br>American Standard Products, Inc. Hartford<br>Barnes Co., The Wallace Div. Associated Spring Corp. Bristol<br>Custom Products Corp. Bridgeport<br>Greist Manufacturing Co., The New Haven<br>Hartford Machine Screw Co., Div. of Standard Screw Co. Hartford<br>Stanley Humason, Inc. Forestville<br>Waterbury Pressed Metal Co. Waterbury   |
| <b>Advertising Agencies</b><br>Allston, Smith and Sample, Inc. Greenwich<br>Brunelle Co., The Charles Hartford<br>Jimford Advertising Agency Middletown<br>Langelier-Stevens, Inc. Orange<br>Moore and Co., Inc. Stamford<br>Robotham Co., The Edward W. (industrial) Westport<br>Shenton Co., K. C. (industrial marketing) Hartford<br>Watson-Manning Advertising (industrial and technical) Stratford   | <b>Aluminum Awnings</b><br>Norlee Aluminum Prod. Corp. Bloomfield  | <b>Audio-Visual Equipment</b><br>HB Motion Picture Service (rental & service, projection and sound) New Haven<br>Victor Animatograph Corp. a div. of Kalart (16mm sound and silent projectors; 35mm filmstrip and sound slide film projectors) Plainville  |
| <b>Advertising by Representation</b><br>Hartz-Miller Associates Meriden   | <b>Aluminum—Bar, Rod, Sheet, Plate</b><br>Frasse & Co., Inc., Peter A. Hartford  | <b>Automatic Buffing &amp; Polishing Machines</b><br>Harper Buffing Machine Company, The East Hampton  |
| <b>Aerosol Containers</b><br>Seri-Print, Inc. (silk screen decorating on metal, plastic & glass) Waterbury  | <b>Aluminum Bronze Castings</b><br>Knapp Foundry Company, Inc. Guilford  | <b>Auto Cable Housing</b><br>Wiremold Company, The Hartford  |
| <b>Air Chucks</b><br>Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain  | <b>Aluminum Castings</b><br>Eastern Malleable Iron Company, The Naugatuck<br>Newton-New Haven Co. West Haven   | <b>Automatic Control Instruments</b><br>Bristol Co., The (temperature, pressure, flow humidity, time) Waterbury  |
| <b>Air Compressors</b><br>Spencer Turbine Co., The Hartford   | <b>Aluminum Die Castings</b><br>Mt. Vernon Die Casting Corporation Stamford<br>Peasley Products, Inc. Stratford<br>Peerless Aluminum Foundry Co., Inc., (permanent mold) Bridgeport<br>Stewart Die Casting Div. Stewart-Warner Corp. Bridgeport                        | <b>Automobiles—Children's</b><br>Powercar Company Mystic   |
| <b>Air Conditioning Contractors</b><br>Salmini Co., Inc., J. P. Milford   | <b>Aluminum Foil</b><br>Republic Foil, Inc. Danbury  | <b>Automotive Bodies</b><br>Metropolitan Body Company Bridgeport   |
| <b>Air Conditioning Products</b><br>Dunham-Bush, Inc. West Hartford   | <b>Aluminum Forgings</b><br>Consolidated Industries, Inc. West Cheshire<br>Scovill Manufacturing Company Waterbury   | <b>Automotive Leasing</b><br>Motorlease Corporation, The West Hartford   |
| <b>Air Ducts</b><br>Wiremold Co., The (Retractable) Hartford  | <b>Aluminum Ingots</b><br>Batchelder Co., Inc., Charles Newtown<br>Lapides Metals Corp. New Haven  | <b>Automotive Parts</b><br>Bridgeport Thermostat Div. Robertshaw-Fulton Controls Co. (automobile thermostats) Milford<br>Echlin Mfg. Co., The (Ignition & Brake) Branford<br>Eis Automotive Corp. (Hydraulic Power and Mechanical) Middletown<br>Raybestos Division of Raybestos-Manhattan, Inc., (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts) Bridgeport<br>Terryville Manufacturing Co. (Stampings for automotive parts) Terryville |
| <b>Air Heaters—Direct Fired</b><br>Peabody Engineering Corp. Stamford   | <b>Aluminum Sand Castings</b><br>Bridgeport Deoxidized Bronze Corp. Bridgeport<br>Peerless Aluminum Foundry Co., Inc., Bridgeport  | <b>Automatic Polishing and Buffing Equipment</b><br>Packer Machine Company Meriden   |
| <b>Air Impellers</b><br>The Torrington Mfg. Co. Torrington  | <b>Aluminum—Sheet and Rod</b><br>Scovill Manufacturing Company Waterbury   | <b>Automotive Tools</b><br>Eis Automotive Corp. (Brake Tools) Middletown   |
| <b>Air Cylinders</b><br>Cushman Chuck Co. (rotating) Hartford   | <b>Aluminum—Sheets &amp; Coils</b><br>United Smelting & Aluminum Co., Inc. New Haven   | <b>Bag Sealing Machines</b><br>Derby Sealers, Inc. Derby   |
| <b>Aircraft</b><br>Sikorsky Aircraft Division United Aircraft Corporation (helicopters) Bridgeport  |  | <b>Bakelite Moldings</b><br>Watertown Mfg. Co., The Watertown  |
| <b>Aircraft Accessories</b><br>Chandler Evans Corp. (Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servo-mechanisms and Protek-Plug Dehydrator Agents) West Hartford<br>Consolidated Controls Corp. (pressure & temperature controls) Bethel<br>Fenn Mfg. Co., The (Hardened and Ground Gear assemblies) Newington<br>Gabb Special Products Inc (filler caps—pressure fuel servicing systems) Windsor Locks<br>Hamilton Standard Div., United Aircraft Corp. (propellers and other aircraft equipment) Windsor Locks |  |  |
| <b>Aircraft Engine Timing Tools</b><br>Gabb Special Products, Inc. Windsor Locks  |  |  |



# CONNECTICUT PRODUCTS AND SERVICES

**Balls**  
Abbott Ball Co., The (steel bearing and burnishing) Hartford  
Kilian Steel Ball Corp., The Hartford  
New Departure Div. of General Motors (steel and steel alloys) Bristol  
Pioneer Steel Ball Company, Inc. (steel for bearings, burnishing, graining; also brass, bronze and stainless) Unionville  
Superior Steel Ball Co., Inc., (steel bearings & burnishing material) New Britain

**Band Saw Machines**  
Thompson & Son Co., The Henry G. (automatic cut-off) New Haven

**Barrels**  
Abbott Ball Co., The (burnishing and tumbling) Hartford  
Enthone, Inc. (tumbling) New Haven  
Esbec Barrel Finishing Corp (burnishing & tumbling) Byram

**Baskets—Wire**  
Rolock, Inc. Fairfield

**Bead Chain**  
Bead Chain Mfg. Co., The Bridgeport

**Beaded Chain**  
Auto-Swage Products, Inc. Shelton

**Bearings**  
Automation Bearings (ball & spherical) Bridgeport  
Barden Corporation, The (ball) Danbury  
Fafnir Bearing Co. (ball) New Britain  
Marlin-Rockwell Corporation Plainville  
New Departure Div. of General Motors (ball) Bristol  
Norma-Hoffman Bearings Corp. (ball and roller) Stamford  
Torrington Co., The Torrington

**Bellows Assemblies**  
Bridgeport Thermostat Div. Robertshaw-Fulton Controls Co. Milford

**Bellows—Metallic**  
Bridgeport Thermostat Div. Robertshaw-Fulton Controls Co. Milford

**Bells**  
Bevin Brothers Mfg. Co. East Hampton  
N. N. Hill Brass Co., The East Hampton

**Belting**  
Hartford Belting Co. Hartford  
Russell Mfg. Co. (High Speed Endless, Laminated Rubber, Roll Stock all types) Middletown

**Bends—Pipe or Tube**  
National Pipe Bending Co., The New Haven

**Bicycle Sundries**  
Torrington Co., The Torrington

**Blackening Salts for Metals**  
Du-Lite Chemical Corp. Middletown  
Enthone, Inc. New Haven  
Mitchell-Bradford Chemical Co. Milford

**Black Oxide Finishing**  
Black Oxide, Inc. New Britain

**Black Oxide Treatment**  
Bennett Metal Treating Co., The Elmwood

**Blades**  
Capewell Manufacturing Company, Metal Saw Division (hack saw and band saw) Hartford

**Blast Cleaning Equipment**  
Pressure Blast Mfg. Co., Inc., (Wet and Dry and Abrasives) Manchester

**Blocks**  
Howard Company (cupola fire clay) New Haven

**Blower—Centrifugal Type**  
Spencer Turbine Co., The Hartford

**Blower Fans**  
Colonial Blower Company Plainville  
Spencer Turbine Co., The Hartford

**Blower Systems**  
Colonial Blower Company Plainville  
Ripley Co. Middletown

**Blower Wheels**  
Torrington Manufacturing Company, The Torrington

**Blueprints and Photostats**  
Joseph Merritt & Co. Hartford

**Blue Printing Machines**  
Rotolite of New England Glastonbury

**Boilers**  
Bigelow Co., The New Haven

**Bolts and Nuts**  
Clark Brothers Bolt Co. Milldale  
Hartford Machine Screw Co., Div. of Hartford  
Standard Screw Co. Torrington  
Torrington Co., The Torrington

**Boring Tools**  
Atrax Company, The (solid carbide) Newington

**Bottles**  
Feldman Glass Co., The New Haven

**Bottles—Cosmetic**  
Seri-Print, Inc. (cosmetic aerosol ceramic decorating) Waterbury

**Box Board**  
Bird & Son, Inc. New Britain  
Continental Can Co., Boxboard and Folding Carton Division Montville  
Federal Paper Board Co., Inc. Montville  
New Haven & Versailles  
Lydall & Foulds Paper Co., The Manchester  
New Haven Board & Carton Co., The New Haven  
Robertson Paper Box Co. Montville

**Boxes**  
Bird & Son, Inc. (corrugated, solid fibre, cleated containers) New Britain  
Connecticut Container Corporation New Britain

**Boxes—Metal**  
Continental Can Co., Fibre Drum and Corrugated Box Division Portland  
Merriam Mfg. Co. (steel cash, bond, security, fitted tool and tackle boxes) Durham  
Warner Bros. Co., The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup) Bridgeport

**Boxes and Crates**  
City Lumber Co. of Bridgeport, Inc., The Bridgeport

**Boxes—Folding**  
Leshine Carton Co. Branford

**Boxes—Metal**  
Durham Mfg. Co. Durham  
Merriam Mfg. Co. (Bond and Security, Cash and Utility, Personal Files and Drawer Safes) Durham  
Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity) Waterbury

**Boxes—Paper—Folding**  
Atlantic Carton Corp. Norwich  
Bridgeport Paper Box Co. Bridgeport  
Carpenter-Hayes Paper Box Co., Inc. East Hampton  
Continental Can Co., Boxboard and Folding Carton Division Montville  
Curtis & Sons, Inc., S. Sandy Hook  
Folding Cartons Incorporated (paper, fold-ing) Versalles  
Mills, Inc., H. J. Bristol  
National Folding Box Co., Div. Federal Paper Board Co., Inc. (paper folding) New Haven  
New Haven Board & Carton Co., The New Haven  
Robertson Paper Box Co. Montville  
Warner Bros. Co., The Bridgeport

**Boxes—Paper—Setup**  
Bridgeport Paper Box Co. Bridgeport  
Heminway Corporation, The Waterbury  
Mills, Inc., H. J. Bristol  
Strouse Adler Company, The New Haven  
Warner Bros. Co., The Bridgeport

**Boxes—Paper—Setup**  
Bridgeport Paper Box Co. Bridgeport  
Heminway Corporation, The Waterbury  
Mills, Inc., H. J. Bristol  
Strouse Adler Company, The New Haven  
Warner Bros. Co., The Bridgeport

**Boxes—Paper—Setup**  
Bridgeport Paper Box Co. Bridgeport  
Heminway Corporation, The Waterbury  
Mills, Inc., H. J. Bristol  
Strouse Adler Company, The New Haven  
Warner Bros. Co., The Bridgeport

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Heminway Corporation, The Waterbury  
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Warner Bros. Co., The Bridgeport

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Warner Bros. Co., The Bridgeport

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Warner Bros. Co., The Bridgeport

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Heminway Corporation, The Waterbury  
Mills, Inc., H. J. Bristol  
Strouse Adler Company, The New Haven  
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Heminway Corporation, The Waterbury  
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Warner Bros. Co., The Bridgeport

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Mills, Inc., H. J. Bristol  
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Warner Bros. Co., The Bridgeport

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Warner Bros. Co., The Bridgeport

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Mills, Inc., H. J. Bristol  
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Warner Bros. Co., The Bridgeport

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Warner Bros. Co., The Bridgeport

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Mills, Inc., H. J. Bristol  
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Warner Bros. Co., The Bridgeport

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Mills, Inc., H. J. Bristol  
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Warner Bros. Co., The Bridgeport

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Bridgeport Paper Box Co. Bridgeport  
Heminway Corporation, The Waterbury  
Mills, Inc., H. J. Bristol  
Strouse Adler Company, The New Haven  
Warner Bros. Co., The Bridgeport

**Boxes—Paper—Setup**  
Bridgeport Paper Box Co. Bridgeport  
Heminway Corporation, The Waterbury  
Mills, Inc., H. J. Bristol  
Strouse Adler Company, The New Haven  
Warner Bros. Co., The Bridgeport

Scovill Manufacturing Company Waterbury  
Tinsheet Metals Co., The, (sheets and rolls) Waterbury

**Brass & Bronze Ingot Metal**  
Mitchell Smelting & Refining Co., Inc. Botsford  
Whipple and Choate Company, The Bridgeport

**Brass, Bronze, Aluminum Castings**  
Coggins Mfg. Co., The J. B. Meriden  
Derby Castings Company, The Seymour  
Victors Brass Foundry, Inc. Guilford

**Brass Goods**  
American Brass Company, The Waterbury  
Rostrand Mfg. Co., The (Ecclesiastical Brass Wares) Milford  
Scovill Manufacturing Company (to order) Waterbury

**Brass Mill Products**  
American Brass Company, The Waterbury  
Chase Brass & Copper Co. Waterbury  
Plume & Atwood Mfg. Co., The Thomaston  
Scovill Manufacturing Company Waterbury  
Seymour Manufacturing Co., The Seymour

**Brick-Building**  
Donnelly Brick Co., The New Britain  
Stiles Corp., subsidiary of Plastcrete Corp. North Haven

**Bricks—Fire**  
Howard Company New Haven  
Mullite Works Refractories, Div. H. K. Porter Co., Inc. Shelton

**Bright Wire Goods**  
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C. H. Hooks) New Haven

**Bronze & Aluminum Castings**  
Knapp Foundry Company, Inc. (rough or machined) Guilford

**Bronze Sand Castings**  
Bridgeport Deoxidized Bronze Corp. Bridgeport

**Brooms—Brushes**  
Fuller Brush Co., The East Hartford

**Buckles**  
Hawle Mfg. Co., The Bridgeport  
North & Judd Manufacturing Co. New Britain  
Patent Button Co., The Waterbury

**Buffing & Polishing Compositions**  
Apothecaries Hall Company, Division The Hubbard Hall Chemical Company Waterbury  
Lea Mfg. Co. Waterbury

**Burglar Alarm Systems**  
Mosler Research Products, Inc. Danbury

**Burners**  
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark Thomaston

**Burners—Automatic**  
Peabody Engineering Corp. Stamford

**Burners—Coal and Oil**  
Peabody Engineering Corporation (Combined) Stamford

**Burners—Gas and Oil**  
Peabody Engineering Corporation (Combined) Stamford

**Burners—Refinery**  
Peabody Engineering Corporation (For Gas and Oil) Stamford

**Burnishing**  
Abbott Ball Co., The (Burnishing Barrels and Burnishing Media) Hartford  
Pioneer Steel Ball Company, Inc (balls, cones, other metallic shapes) Unionville

**Burs**  
Atrax Company, The (carbide) Newington  
Pratt & Whitney Co., Inc. (carbide and HSS) West Hartford

**Business Forms**  
Connecticut Manifold Forms Co., The West Hartford

**Business Counsellors**  
Wirth Management Company Wilton



# CONNECTICUT PRODUCTS AND SERVICES

**Buttons**  
Frank Parizek Manufacturing Co., The Putnam Schwanda & Sons, B. (ocean pearl and plastic) Staffordville  
Seovill Manufacturing Company (Uniform and Tack Fasteners) Waterbury  
Waterbury Companies, Inc. (Uniform and Fancy Dress) Waterbury

**Button Head Socket Screws**  
Holo-Krome Screw Corp. West Hartford

**Cabinet Work**  
Hartford Builders Finish Co. Hartford

**Cable—Asbestos Insulated**  
Rockbestos Wire & Cable Co., Div. Cerro de Pasco Corp. New Haven

**Cable-Interlocked Armor**  
General Electric Company Bridgeport

**Cable—Nonmetallic Sheathed**  
General Electric Company Bridgeport

**Cages**  
Hendryx Co., The Andrew B. (bird and animal) New Haven

**Cams**  
American Cam Company, Inc. Hartford  
Bristol Instrument Gears, Inc. Forestville  
Hartford Special Machinery Co., The Hartford

**Cams, 2 Dimensional**  
Mallory Industries, Inc. West Hartford  
Parker-Hartford Corporation Hartford

**Cams, 3 Dimensional**  
Mallory Industries, Inc. West Hartford  
Parker-Hartford Corporation Hartford

**Capacitors**  
Electro Motive Mfg. Co., Inc., The (mica & trimmer) Willimantic

**Carbide Dies**  
National Die Co., Inc., The Wolcott

**Carbide Form Tools**  
Somma Tool Co. (for automatic screw machines) Waterbury

**Carbide Shape Dies**  
Thomaston Tool & Die Co. (any form) Thomaston

**Carbide Tools**  
Atrax Company, The (solid) Newington  
Precision Tool & Die Co. Waterbury

**Carbon Pile Type Resistors**  
Engineered Metals Manchester

**Card Clothing**  
Standard Card Clothing Co., The (for textile mills) Stafford Springs

**Card Indexes**  
Wassell Organization, Inc. Westport

**Carpenter's Tools**  
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vises) New Haven

**Carpets and Rugs**  
Bigelow-Sanford Carpet Co. Thompsonville

**Carton Closure Equipment**  
Better Packages, Inc. ("Tape-O-Matic," "Better Pack") Shelton

**Casket Trimmings**  
Bridgeport Casket Hardware Co., The Bridgeport

**Casters**  
Bassick Company, The (Industrial and General) Bridgeport

**Castings**  
Commercial Foundry Co., The (brass, bronze, aluminum) New Britain  
Connecticut Foundry Co. (grey iron) Rocky Hill  
Connecticut Malleable Castings Co. (malleable iron castings) New Haven  
Custom Products Corp (machined only) Bridgeport

Ductile Iron Foundry, Inc. Stratford  
Eastern Malleable Iron Company, The (malleable iron, metal and alloy) Naugatuck  
Farrel-Birmingham Company, Inc. (Meehanite Nodular Iron, Steel) Ansonia  
H. R. Engineering Laboratories, Inc. (centrifugal steel mold) East Haddam  
Malleable Iron Fittings Co., malleable iron and steel) Branford

New England Alloy Casting Corp. Hartford  
Newton-New Haven Co. (zinc and aluminum) West Haven  
Nutmeg Crucible Steel Co. (steel) Branford  
Plainville Casting Company (gray, alloy and high tensile irons) Plainville  
Philbrick-Booth & Spencer, Inc. Hartford  
Producto Machine Company, The Bridgeport  
Seovill Manufacturing Company (Brass & Bronze) Waterbury  
Turner & Seymour Mfg. Co., The (gray iron, semi steel and alloy) Torrington  
Union Mfg. Co. (grey iron & semi steel) New Britain  
Waterbury Foundry Company, The (highway & sash weights) Waterbury  
Wilcox Crittenden & Co., Inc., (gray iron and brass) Middletown (Advt.)

**Castings—Investment**  
Arwood Precision Casting Corp. Groton

**Catalog Production**  
Watson-Manning Advertising Stratford

**Cements—Refractory**  
Mullite Works Refractories, Div. H. K. Porter Co., Inc. Shelton

**Centerless Grinding**  
Brown Manufacturing Co. Plainville  
New England Centerless Grinding, Inc. West Hartford  
Winsted Centerless Co. Winsted

**Centers**  
Ready Tool Co., The (anti friction, carbide tipped, high speed) Stratford

**Centrifugal Pumps**  
Hamco Inc. (gasoline or electric driven) New Haven

**Cermets**  
Russell Mfg. Co. (for missiles, and for friction materials) Middletown

**Chain**  
Turner and Seymour Mfg. Co., The (weldless sash, jack, safety, furnace, universal, lion and cable) Torrington

**Chain-Beaded**  
Auto-Swage Products, Inc. Shelton

**Chain—Power Transmission and Conveying**  
Whitney Chain Co., The, Subsidiary of Foote Bros. Gear and Machine Corp. Hartford

**Chairs**  
The Hitchcock Chair Company Riverton

**Chemical Manufacturing**  
Carwin Company, The North Haven

**Chemicals**  
Apothecaries Hall Company, Division The Hubbard Hall Chemical Company Waterbury

Axton-Cross Co. Shelton  
Carwin Company, The North Haven  
Enthone, Inc. New Haven  
Fuller Brush Co., The (for cleaning and maintenance—cleaners, deodorants, detergents, disinfectants, dust absorbers and polishers) East Hartford

Macalaster Bicknell Company New Haven  
MacDermid Incorporated Waterbury  
Naugatuck Chemical Division United States Rubber Co. Naugatuck

New England Lime Company Canaan  
Pfizer & Co., Inc., Chas. Groton  
United States Chemical Corp. New Haven

**Chemicals—Agriculture**  
Naugatuck Chemical Division United States Rubber Co. (insecticides, fungicides, weed killers) Naugatuck

**Chemists—Analytical and Consulting**  
Bridgeport Testing Laboratory, Inc. Bridgeport

**Christmas Light Clips**  
Foursome Manufacturing Co. Bristol

**Chromium Plating**  
Chromium Corp. of America Waterbury  
Chromium Process Company, The Shelton

**Chucks**  
Cushman Chuck Co., The Hartford  
Jacobs Manufacturing Co., The (drill chucks, lathe collet chucks and arbors) West Hartford  
Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain  
Union Manufacturing Company New Britain

**Chucks—Air**  
Cushman Chuck Co., The Hartford  
Power Grip, Inc. Rockfall  
Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain

**Chucks—Drill**  
Jacobs Manufacturing Co., The West Hartford

**Chuck & Face Plate Jaws**  
Cushman Chuck Co., The Hartford  
Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain  
Union Manufacturing Company New Britain

**Chucks—Lathe**  
Cushman Chuck Co. (power and hand operated) Hartford  
Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain

**Chucks—Power Operated**  
Cushman Chuck Co., The Hartford  
Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain  
Union Manufacturing Company New Britain

**Clay**  
Howard Company (Fire Howard "B" and High Temperature Dry) New Haven

**Cleaning Compounds**  
Enthone, Inc. (Industrial) New Haven  
MacDermid Incorporated Waterbury

**Clock Mechanisms**  
Lux Clock Mfg. Co., The Waterbury

**Clocks**  
E. Ingraham Co., The Bristol  
United States Time Corporation, The Waterbury

**Clocks—Alarm**  
Lux Clock Mfg. Co., The Waterbury

**Clocks—Automatic Cooking**  
Lux Clock Mfg. Co., The Waterbury

**Clutches**  
Snow-Nabstedt Gear Corp., The New Haven

**Clutch Facings**  
Raybeston Division of Raybestos-Manhattan, Inc. (Molded, Woven, Semi-metallic and Full-metallic) Bridgeport  
Russell Mfg. Co. (rubber Shock Cord — all sizes and types) Middletown

**Coils—Electric**  
Bittermann Electric Company Canaan  
Rowley Spring Co., Inc., The (Air-wound for television and electronic industries) Bristol

**Coils—Pipe or Tube**  
National Pipe Bending Co., The New Haven  
Whitlock Manufacturing Co., The Hartford

**Coil Winding**  
Advanced Electronics, Inc. (custom) Rocky Hill

**Cold Molded Electrical Insulation**  
Meriden Molded Plastics Meriden

**Communication Systems**  
Tel-Rad, Inc. Hartford

**Compacts**  
Seovill Manufacturing Company (powder and rouge) Waterbury

**Compressors**  
Brunner Division of Dunham-Bush, Inc. (Refrigeration, Air Conditioning and Air Compressors) West Hartford  
Norwalk Company, Inc. (high pressure air and gas) South Norwalk

**Computers**  
Reflection Electronics, Inc. Stamford  
Royal McBee Corp. Hartford

**Concrete Products**  
Plasticrete Corp. Hamden, Hartford  
North Haven, Waterbury, Willimantic

**Condenser and Heat Exchanger Tubes**  
Seovill Manufacturing Company Waterbury

# CONNECTICUT PRODUCTS AND SERVICES

**Cones**  
Sonoco Products Co. (Climax-Lowell Div) (paper) Mystic

**Connector**  
Gorn Electric Co., Inc. (precision miniature electrical and printed circuit) Stamford  
**Construction Equipment Trailers**  
Kensington Welding & Trailer Co., The Kensington

**Consultants**  
Robotham Co., The Edward W. (advertising & marketing) Westport

**Consulting Engineers**  
Southern Engineering Co., Henry Hartford  
Stanley P. Rockwell Co., Inc., The (Consulting) Hartford

**Continuous Mill Gages**  
Pratt & Whitney Co., Inc. West Hartford

**Contract Machining**  
Laurel Mfg. Co., Inc. (Precision Production Small Parts) Plainville  
Malleable Iron Fittings Company Branford  
McMellon Bros., Inc. (precision threaded parts) Bridgeport

**Contract Manufacturers**  
Advanced Electronics, Inc. Rocky Hill  
American Standard Products, Inc. Hartford  
Custom Products Corp. Bridgeport  
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark Thomaston  
Penn Mfg. Co., The (Precision Machine Works) Newington  
Greist Mfg. Co., The (Metal parts and assemblies) New Haven  
Hartford Machine Screw Co., Div. of Standard Screw Co. Hartford  
Merriam Mfg. Co. (production runs—metal boxes and containers to specifications) Durham  
Scovill Manufacturing Company (metal parts and assemblies) Waterbury  
Sperry Products Co., Div. Howe Sound Co. Danbury  
Torrington Co., The Torrington  
Voss Co., The Branford

**Controllers**  
Bristol Company, The Waterbury

**Controls—Remote**  
Panish Controls (Remote Controls for Marine & Aeronautic Applications) Bridgeport

**Controls—Remote Hydraulic**  
Sperry Products Co., Div. Howe Sound Co. Danbury

**Converters DC to AC**  
Electric Specialty Co. Stamford  
Safety Electrical Equipment Corp. New Haven

**Conveyor Systems**  
Leeds Conveyor Mfg. Co. The East Haven  
Production Equipment Co. Meriden

**Copper**  
American Brass Corp., The (sheet, wire, rods, tubes) Waterbury  
Bristol Brass Corp., The (steel) Bristol  
Chase Brass & Copper Co. (sheet, rod, wire, tube) Waterbury  
Tinsheet Metals Co., The (sheet and rolls) Waterbury

**Copper Castings**  
Knapp Foundry Company, Inc. Guilford

**Copper Sand Castings**  
Bridgeport Deoxidized Bronze Corp. Bridgeport

**Copper Sheets**  
American Brass Company, The Waterbury  
New Haven Copper Co., The Seymour

**Copper Shingles**  
New Haven Copper Co., The Seymour

**Copper Water Tube**  
American Brass Company, The Waterbury

**Copying Machines**  
Thermo-Fax Sales of Conn., Inc. New Haven

**Cord**  
Russell Mfg. Co., The (marine & aero shock) Middletown

**Cord Sets—Electric**  
General Electric Company Bridgeport  
Seeger-Williams, Inc. Bridgeport

**Cork Cots**  
Sonoco Products Co. (Climax-Lowell Div.) Mystic

**Corn Cob Meal**  
Nielson & Sons, Inc., John R. (Graded) South Windsor

**Correspondence Files**  
Wassell Organization, Inc. Westport

**Corrugated Box Manufacturers**  
Connecticut Container Corporation New Haven  
Corrugated Containers, Inc. Hartford

**Corrugated Shipping Cases**  
Connecticut Container Corporation New Haven  
Continental Can Co. Fibre Drum and Corrugated Box Division Portland  
D. L. & D. Container Corp. New Haven  
New Haven Board & Carton Co. New Haven

**Cosmetic Containers**  
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark Thomaston  
Eyelet Specialty Div. International Silver Co. Wallingford  
Lakewood Metal Products, Inc. Waterbury  
Scovill Manufacturing Co. Waterbury  
Seri-Print, Inc. (silk screen decorated) Waterbury

**Cosmetics**  
Chesebrough-Pond's, Inc. Clinton  
Fuller Brush Co., The East Hartford

**Counting Devices**  
Veeder-Root, Inc. Hartford

**Couplings**  
Scovill Manufacturing Company (garden and industrial hose) Waterbury

**Cushioning for Packaging**  
Gilman Brothers Co., The Gilman

**Cutters**  
Atrax Company, The (solid carbide) Newington  
Hanson-Whitney Co., The (thread milling) Hartford  
Mitrametric Co., The (ground pinion) Torrington  
Pratt & Whitney Co., Inc., (Milling Cutters all types carbide and HSS) West Hartford

**Cutting & Creasing Rule**  
Bartholomew Co., H. J. Bristol

**Data Processing Equipment**  
Royal McBee Corp. Hartford

**Decalcomanias**  
Sirocco Screenprints New Haven

**Deep Drawings**  
Stanley Pressed Metal New Britain  
Terryville Manufacturing Co. Terryville

**Deep Hole Drilling & Reaming**  
Hamden Deep Hole Drilling Co. Hamden  
Products Design & Mfg. Corp. Newington

**Delayed Action Mechanism**  
M. H. Rhodes, Inc. Hartford  
R. W. Cramer Company, Inc., The Centerbrook

**Design**  
Designers for Business and Industry (product design-appearance) New Haven  
Maurice Libson Designer (product styling & appearance design) New Haven

**Diamonds—Industrial**  
Parsons Diamond Products, Inc. West Hartford  
Russell, Inc., R. R. Newington

**Diamond Tools**  
Parsons Diamond Products, Inc. West Hartford  
Russell, Inc., R. R. Newington

**Dictating Machines**  
Dictaphone Corporation Bridgeport  
SoundScriber Corporation, The New Haven

**Die Castings**  
Mt. Vernon Die Casting Co. Stamford  
Peasley Products, Inc. (aluminum and zinc) Stratford  
Newton-New Haven Co., Inc. New Haven  
Stewart Die Casting Div. Stewart-Warner Corp. Bridgeport

**Die Casting Dies**  
Eastern Machine Screw Corp., The New Haven  
Weimann Bros. Mfg. Co., The Derby

**Die Heads—Self Opening**  
Eastern Machine Screw Corp., The New Haven  
Geometric Tool Division Greenfield Tap & Die Corp. New Haven

**Die Sets**  
Producto Machine Company, The Bridgeport  
Superior Steel Products Corp. (steel) Cheshire  
Union Mfg. Co. (precision, steel and semi-steel) New Britain

**Dies**  
Hoggson & Pettis Mfg. Co., The New Haven  
Mitrametric Co., The (ground for gears) Torrington  
Pratt & Whitney Co., Inc. (thread cutting and thread rolling) West Hartford

**Dies & Die Cutting**  
Douglas Co., Geo. M. New Haven

**Dielectric Heaters**  
Radio Frequency Co., Inc. New Britain

**Displays**  
Sansome Co., S. Frederick (design & production) Short Beach

**Display Containers**  
National Folding Box Co. Div. Federal Paper Board Co., Inc. (folding paperboard) New Haven and Versailles

**Displays—Design & Production**  
Ad-Craft Displays, Inc. Bloomfield  
Stifel & Kufra New Britain

**Display Equipment**  
Polecats, Inc. Old Saybrook

**Displays—Metal**  
Durham Mfg. Co., The (Designing & Mfg. to customers' specifications) Durham  
Merriam Mfg. Co. (Contract Work to individual Specifications) Durham  
Parsons Co., Inc., W. A. (custom designed) Durham

**Displays—Plastic**  
Dura Plastics of New York, Inc. Westport

**Displays—Wire**  
J. C. Products, Inc. Higganum

**Diversification Advisors**  
Wirth Management Company Wilton

**Door Closers**  
Sargent & Company New Haven

**Doors**  
Bilco Co., The (metal, residential and commercial) West Haven

**Dowel Pins**  
Allen Manufacturing Co., The Bloomfield  
Hartford Machine Screw Co. Div. of Standard Screw Co. Hartford  
Holo-Krone Screw Corp., The West Hartford  
Torrington Co., The Torrington

**Drafting Accessories**  
Joseph Merritt & Co. Hartford

**Drill Presses**  
Sigourney Tool Co. (sensitive drilling machines) Bloomfield  
Townsend Mfg. Co., The H. P. Elmwood

**Drilling Machines**  
Pratt & Whitney Co., Inc. (Deep Hole) West Hartford

**Drilling Service—Hard Steel**  
Walton Co., The West Hartford

**Drilling and Tapping Units**  
Hartford Special Machinery Co. Hartford

**Drop Forgings**  
Atwater Mfg. Co. Plantsville  
Billings & Spencer Co., The Hartford  
Consolidated Industries West Cheshire  
Wilcox Crittenden & Co., Inc. Middletown

# CONNECTICUT PRODUCTS AND SERVICES

<b>Duplicating Machines</b>	
Thermo-Fax Sales of Conn., Inc.	New Haven
<b>Duplicating Machines—Automatic</b>	
Pratt & Whitney Co., Inc.	West Hartford
<b>Dust Collectors</b>	
Colonial Blower Co.	Plainville
<b>Elastic</b>	
Russell Mfg. Co. (rubber shock cord — all sizes and types)	Middletown
<b>Electric Cables</b>	
General Electric Company (for residential, commercial and industrial applications)	Bridgeport
Rockbestos Wire & Cable Co. Div. Cerro de Pasco Corp. (asbestos insulated)	New Haven
<b>Electric Cord Springs</b>	
Bristol Spring Manufacturing Co.	Plainville
<b>Electric Cords</b>	
General Electric Company	Bridgeport
Rockbestos Wire & Cable Co. Div. Cerro de Pasco Corp. (asbestos insulated)	New Haven
<b>Electric Enclosed Switches</b>	
Arrow-Hart & Hegeman Electric Co., The	Hartford
<b>Electric Eye Control</b>	
Ripley Company, Inc.	Middletown
<b>Electric Fixture Wire</b>	
Rockbestos Wire & Cable Co. Div. Cerro de Pasco Corp. (asbestos insulated)	New Haven
<b>Electric Hand Irons</b>	
Winsted Hardware Mfg. Co. (trade mark "Durablitt")	Winsted
<b>Electric Heating Elements</b>	
Hartford Element Co.	Hartford
<b>Electric Insulation</b>	
Stevens Paper Mills, Inc., The	Windsor
<b>Electric Lighting Fixtures</b>	
Wasley Products, Inc.	Plainville
<b>Electric Motor Controls</b>	
Arrow-Hart & Hegeman Electric Co., The	Hartford
<b>Electric Motor Repair</b>	
B & J Electric Co.	Ansonia
<b>Electric Motors</b>	
Electric Specialty Co.	Stamford
Harvey Hubbell Incorporated	Bridgeport
Iona Manufacturing Company, The	Manchester
Safety Electrical Equipment Corp.	New Haven
U. S. Electrical Motors, Inc.	Milford
<b>Electric Switches</b>	
Harvey Hubbell, Incorporated	Bridgeport
<b>Electric Time Controls</b>	
Cramer Controls Corporation, The	Centerbrook
<b>Electric Wire</b>	
Rockbestos Wire & Cable Co. Div. Cerro de Pasco Corp. (asbestos insulated)	New Haven
<b>Electric Wiring Devices</b>	
Arrow-Hart & Hegeman Electric Co., The	Hartford
Harvey Hubbell, Incorporated	Bridgeport
<b>Electrical Appliances</b>	
Iona Manufacturing Company, The	Manchester
<b>Electrical Conduit Fittings &amp; Grounding Specialties</b>	
Gillette-Vibber Company, The	New London
<b>Electrical Connectors</b>	
Burndy Corporation	Norwalk
<b>Electric Control Apparatus</b>	
Plainville Electrical Products Co., The	Plainville
<b>Electrical Insulation</b>	
Case Brothers, Inc.	Manchester
<b>Electrical Recorders</b>	
Bristol Co., The	Waterbury
<b>Electrical Relays and Controls</b>	
Allied Control Co.	Plantsville
<b>Electrical Switchboards</b>	
Plainville Electrical Products Co., The	Plainville
Pneumatic Applications Co.	Simsbury
<b>Electrical Wiring Systems</b>	
Wiremold Co., The	Hartford
<b>Electro Mechanical Prototypes</b>	
Victor Tool & Mfg., Inc.	Higganum
<b>Electronic Assemblies</b>	
Advanced Electronics, Inc. (custom)	Rocky Hill
<b>Electronic Circuits</b>	
Seri-Print, Inc. (silk screen plates & supplies)	Waterbury
<b>Electronic Parts</b>	
Patent Button Company, The	Waterbury
Prentice Mfg. Co., The G. E. (stampings to customers' specifications)	Kensington
Terryville Manufacturing Co. (Stampings to customer specifications)	Terryville
<b>Electronics</b>	
Anderson Laboratories, Inc.	West Hartford
Ripley Co.	Middletown
Sturup Larabee & Warmers, Inc.	Middletown
Vinco Electronics Corporation	New Haven
<b>Electro-Mechanical Assemblies</b>	
Advanced Electronics, Inc. (custom)	Rocky Hill
Kenyon Laboratories, Inc.	Deep River
<b>Electroplating</b>	
Coggins Mfg. Co., The J. B.	Meriden
Giering Metal Finishing, Inc.	Hamden
National Sherardizing & Machine Co.	Hartford
Waterbury Plating Company	Waterbury
<b>Electroplating—Equipment &amp; Supplies</b>	
Apothecaries Hall Company	Division
Enthone, Inc.	New Haven
Hubbard Hall Chemical Company, The	Waterbury
Lea Manufacturing Co., The	Waterbury
MacDermid, Incorporated	Waterbury
<b>Electrotypes</b>	
Barnum-Hayward Electrotpe Co., Inc.	New Haven
New Haven Electrotpe Div. Electrographic Corp.	New Haven
<b>Elevators</b>	
Eastern Elevator Co. (passenger and freight)	New Haven
General Elevator Service Co.	Hartford
<b>Employment Agencies</b>	
Administrative-Technical Personnel Service	Hartford
Advancement Opportunities	Hartford
Burnham Employment Agency (executive, technical, secretarial)	Hartford
Rita, Richard P. Personnel Services, Inc.	New Haven
Snelling & Snelling	Hartford
<b>Enameling</b>	
Giering Metal Finishing, Inc.	Hamden
Waterbury Plating Company	Waterbury
<b>Enamels &amp; Lacquers</b>	
Dobbs Chemical Co., The (industrial finishes to customers' specifications)	New Haven
<b>Engineering</b>	
Marchant & Minges (building construction)	West Hartford
Research & Development Designers, Inc.	Middletown
Technical Design and Development Co., Inc. (design and drafting)	Milford
<b>Engineering Service</b>	
Lacey Manufacturing Co., The	Bridgeport
<b>End Mills</b>	
Atrax Company, The (solid carbide)	Newington
<b>Engraving—Plastic and Nonferrous Metals</b>	
New England Engraving Company Div. of Dura Plastics of New York, Inc.	Westport
Pratt & Whitney Co., Inc. (carbide and HSS)	West Hartford
Salisbury Products, Inc.	Lakeville
<b>Envelopes</b>	
Curtis 1000, Inc.	Hartford
United States Envelope Company	Hartford
<b>Environmental Test Equipment</b>	
American Research Corp.	Farmington
<b>Excelsior</b>	
Nielsen & Sons, Inc., John R. South Windsor	
<b>Executive Recruiting</b>	
Advancement Opportunities	Hartford
<b>Explosives</b>	
Ensign-Bickford Co., The (safety fuse, detonating fuse, blasting accessories)	Simsbury
<b>Extensions—Tap</b>	
Walton Co., The	West Hartford
<b>Extractors</b>	
Walton Co., The (tap, pipe & stud)	West Hartford
<b>Extraction Service</b>	
Walton Co., The (taps, drills, studs)	West Hartford
<b>Extruders and Accessories</b>	
Davis Electric Company (Ram Type Teflon Extruder)	Wallingford
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp.	Mystic
<b>Eyelets</b>	
American Brass Co., The	Waterbury
Arro Eyelet & Tool Co. (small-printed circuit, brass & copper)	Waterbury
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark	Thomaston
Gem Machine & Tool Co.	Waterbury
Mark Eyelet & Stamping Co. (small-metal stampings)	Wolcott
Platt Bros. & Co., The	Waterbury
Stevens Co., Inc.	Waterbury
Salem Mfg. Co.	Prospect
<b>Eyelets, Ferrules and Wiring Terminals</b>	
American Brass Company, The	Waterbury
<b>Eyelet Machine Products</b>	
American Brass Company, The	Waterbury
Ball & Socket Mfg. Co., The	West Cheshire
Cold Forming Mfg. Co., The	Waterbury
Cly-Del Manufacturing Co.	Waterbury
Lakewood Metal Products, Inc.	Waterbury
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark	Thomaston
National Die Co., Inc., The	Wolcott
Platt Bros. & Co., The	Waterbury
Stevens Co., Inc.	Waterbury
Waterbury Pressed Metal Co.	Waterbury
<b>Eyelet Parts</b>	
Auto-Swage Products, Inc.	Shelton
<b>Fabricators</b>	
Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel)	Waterbury
<b>Fabrics</b>	
Russell Mfg. Co. (Teflon, Moulded Fabric, Bearing Surfaces, High Temperature Fabrics)	Middletown
<b>Fan Blades</b>	
Torrington Manufacturing Company, The	Torrington
<b>Fans—Electric</b>	
General Electric Company	Bridgeport
<b>Fasteners—Aircraft</b>	
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury
<b>Fasteners—Industrial</b>	
Torrington Co., The	Torrington
<b>Fasteners—Laundry Proof</b>	
Scovill Manufacturing Company (GRIPPER snap fasteners)	Waterbury
<b>Fasteners—Slide &amp; Snap</b>	
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners)	Waterbury
<b>Felt</b>	
Auburn Manufacturing Company, The (mechanical, cut parts)	Middletown
Drycor Felt Company (paper makers and industrial)	Staffordville
<b>Felt—All Purpose</b>	
American Felt Co. (Mill & Cutting Plant)	Glenville
Chas. W. House & Sons, Inc. (Mills & Cutting Plant)	Unionville

# CONNECTICUT PRODUCTS AND SERVICES

**Ferrules**  
Cly-Del Manufacturing Co. Waterbury

**Fiber-glass Fabrication**  
Davis Co., The E. J. West Haven

**Fibre Board**  
Bird & Son, Inc. New Britain  
Case Brothers, Inc. Manchester  
Colonial Board Company Manchester  
C. H. Norton Co., The North Westchester  
Stevens Paper Mills, Inc., The Windsor

**Fiberglass Products**  
Fiberglass Products Eng. Co. South Norwalk

**File Cards**  
Standard Card Clothing Co., The Stafford Springs

**Filing Equipment**  
Wassell Organization, Inc. Westport

**Film Processing; Machinery**  
Filmline Corporation Milford

**Filters—Fluid**  
Aslop Engineering Co. Milldale  
Cuno Engineering Corp., The Meriden

**Filter Media**  
National Filter Media Corp. (cloth & paper) New Haven

**Finger Nail Clippers**  
H. C. Cook Co., The Ansonia

**Firearms**  
Colt's Patent Fire Arms Mfg. Co., Inc. Hartford  
Junior Screw Machine Products, Inc. West Haven  
Marlin Firearms Co., The New Haven  
O. F. Mossberg & Sons, Inc. New Haven

**Fire Alarm Systems**  
Fire-Lite Alarms, Inc. New Haven

**Fire Hose**  
Fabrics Fire Hose (municipal and industrial) Sandy Hook

**Fireplace Goods**  
Puritan Fireplace Furnishing Co. Milford

**Fireworks**  
M. Backes' Sons, Inc. Wallingford

**Flame Hardening**  
Flame Treating & Engineering Co., The West Hartford

**Flashlights**  
Bridgeport Metal Goods Mfg. Co. Bridgeport

**Flat Head Socket Screws**  
Holo-Krome Screw Corp. West Hartford

**Flat Springs**  
Bristol Spring Manufacturing Co. Plainville  
Gemco Manufacturing Co., Inc. Southington

**Flatware—Stainless Steel**  
Majestic Silver Co., The New Haven

**Flexible Shaft Machines**  
Pratt & Whitney Co., Inc. West Hartford

**Floats**  
Sansome Co., S. Frederick (parade) Short Beach

**Float Switches**  
Gorn Electric Co., Inc. (for aircraft and commercial use) Stamford

**Floor & Ceiling Plates**  
Beaton & Cadwell Co., The New Britain

**Fluorescent Lighting Equipment**  
Wiremold Company, The Hartford

**Foam Rubber**  
Armstrong Rubber Company, The West Haven

**Forgings**  
Atwater Manufacturing Co. Plantsville  
Billings & Spencer Company Hartford  
Bridgeport Hardware Mfg. Corp., The Bridgeport  
Capewell Manufacturing Company Hartford  
Chase Brass & Copper Co. Waterbury  
Consolidated Industries, Inc. West Cheshire  
Heppenstall Co. (all kinds and shapes) Southington  
Ideal Forging Corp. Southington  
Scovill Manufacturing Company (Non-ferrous) Waterbury

**Forming Tools**  
C. & S. Tool Co., Inc. Berlin

**Forms**  
Baker Goodyear Co. (Columnar and Analysis) Branford

**Foundries**  
Connecticut Malleable Castings Co. (malleable iron castings) New Haven  
Derby Castings Company, The Seymour  
Ductile Iron Foundry, Inc. Stratford  
Malleable Iron Fittings Co. (Malleable Iron and Steel Castings) Branford  
New England Alloy Casting Corp. Hartford  
Plainville Casting Company (gray, alloy and high tensile irons) Plainville  
Producto Machine Company, The Bridgeport  
Turner & Seymour Mfg. Co., The (gray, iron, semi steel and alloy) Torrington  
Union Mfg. Co. (gray iron & semi steel) New Britain  
Wilcox Crittenden & Co., Inc. (iron, brass, aluminum and bronze) Middletown

**Fountain Pens and Mechanical Pencils**  
Waterman Pen Company, Inc. Seymour

**Foundry Riddles**  
John P. Smith Co., The New Haven

**Four Slide Forms**  
Peck Spring Co. Plainville

**Fuel Oil Pump and Heater Sets**  
Peabody Engineering Corporation Stamford

**Furnaces**  
Rockwell Co., W. S. (Industrial) Fairfield

**Gage Blocks**  
Pratt & Whitney Co., Inc. (Alloy steel and Carbide, Hoke and USA) West Hartford

**Galvanizing**  
Malleable Iron Fittings Co. Branford  
Wilcox Crittenden & Co., Inc. Middletown

**Garment Accessories**  
Oakville Co. Div. Scovill Mfg. Co. Oakville

**Gaskets**  
Auburn Manufacturing Company, The (from all materials) Middletown  
Fitzgerald Manufacturing Co. Torrington

**Gaskets—Metallic**  
Laminated Shlm Company, Inc. Glenbrook

**Gas Scrubbers, Coolers and Absorbers**  
Peabody Engineering Corporation Stamford

**Gauges**  
Bristol Co., The (pressure and vacuum-recording automatic control) Waterbury  
Helicoid Gage Division American Chain & Cable Co., The (pressure and vacuum) Bridgeport  
J. & S. Machine Co., Inc. (End Measures, Cyl Plugs & Rings) Hartford  
Manning Maxwell & Moore, Inc. Stratford  
New Haven Trap Rock Co., The Machine Products Div (Johan Universal and Special Purpose Gauge) North Branford  
Pratt & Whitney Co., Inc. (Precision Measurement all types) West Hartford

**Gears**  
Bridgeport Worm & Gear Mfg. Co. Bridgeport  
Bristol Instrument Gears, Inc. Forestville  
Mitratomic Co., The (blanked fine pitch) Torrington

**Gears and Gear Cutting**  
Farrel-Birmingham Company, Inc. Ansonia  
Fenn Mfg. Co., The Newington  
United Gear & Machine Co. Suffield

**Generators**  
Hamco, Inc. (electric, portable, gasoline driven) New Haven  
Safety Electrical Equipment Corp. New Haven

**Glass Blowing**  
Macalaster Bicknell Company New Haven

**Glass Containers**  
Feldman Glass Co., The New Haven

**Glass Cutters**  
Fletcher-Terry Co., The Forestville

**Grinding**  
Farrel-Birmingham Company, Inc. (Roll and Cylindrical) Ansonia  
Horberg Grinding Industries, Inc. (Precision custom grinding; centerless cylindrical surfaces, internal and special) Bridgeport  
K-F & D Mfg. Company, The (Contour and Precision) Manchester

**Grinding Machines**  
Farrel-Birmingham Company, Inc (Roll) Ansonia

**Grinding Wheels**  
Fuller Merriam Company, The West Haven

**Grommets**  
American Brass Company, The Waterbury  
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark Thomaston

**Ground Plate**  
Superior Steel Products Corp. Cheshire

**Guards**  
Interstate Industrial Protection Co. (watchmen service) Bridgeport

**Gyroscopes**  
Kenyon Laboratories, Inc. Deep River

**Hack and Band Saw Blades**  
Capewell Manufacturing Co. Hartford

**Hair Hygiene Preparations**  
Parker Herx Corporation Stamford

**Hammer and Axe Wedges**  
Saling Manufacturing Company ("Sta-Fast" steel) Unionville

**Hammers—Carpenters and Machinists**  
Capewell Manufacturing Company Hartford

**Hand Tools**  
Billings and Spencer Company (wrenches, sockets and shop tools) Hartford  
Bridgeport Hardware Mfg. Corp., The (screw drivers, wrenches, nail pullers, box & crate openers, pliers, saws, trowels & special forgings) Bridgeport

**Hardened and Ground Parts**  
Hartford Machine Screw Company Div of Standard Screw Co. Hartford

**Hardness Testers**  
Wilson Mechanical Instrument Div American Chain & Cable Company, Inc. Bridgeport

**Hardware**  
Bassick Company, The (Automotive) Bridgeport  
Eagle Lock & Screw Co. Terryville  
Gordon Associates Derby  
Harlock Products Corp. New Haven  
Sargent & Company New Haven  
Wilcox Crittenden & Co., Inc. (marine heavy and industrial) Middletown  
Yale & Towne Mfg. Co., The Stamford

**Hardware—Marine & Bus**  
Rostand Mfg. Co., The Milford

**Hardware—Trailer Cabinet**  
Excelsior Hardware Co., The Stamford

**Hardware, Trunk & Luggage**  
Corbin Cabinet Lock Div. American Hardware Corp. New Britain  
Yale & Towne Mfg. Co., The Stamford

**Harrow Discs**  
Scovill, Inc., D. & H. Higganum

**Hats**  
Hat Corporation of America (men's felt) South Norwalk

**Hat Machinery**  
Dorn Bros., Inc. Danbury

**Health Surgical & Orthopedic Supports**  
Berger Brothers Company, The (custom made for back, breast and abdomen) New Haven

**Heaters**  
Silent Glow Oil Burner Corp., The (portable oil) Hartford

**Heat Elements**  
Electroflex Heat, Inc. Hartford  
Safeway Heat Elements, Inc. (woven wire resistance type) Middletown

**Heat Exchangers**  
Whitlock Manufacturing Co. Hartford

**Heat Sealing—Electronic**  
Berger Bros. (vinyl-polyethylene) New Haven



# CONNECTICUT PRODUCTS AND SERVICES

## Heat Treating

ABA Tool & Die Co. Manchester  
Bennett Metal Treating Co., The Elmwood  
Commercial Metal Treating Co. Bridgeport  
Hartford Machine Screw Company Hartford  
New Haven Heat Treating Co., Inc. New Haven  
Progressive Metal Treating (tool and production) Bridgeport  
Skene Co., Inc., The William A. (metals) Bridgeport  
Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain  
Stanley P. Rockwell Co., Inc., The Stanley P. Rockwell Co., Inc. Hartford (Advt.)

## Heat Treating Salts and Compounds

Barnes Co., The, Wallace Div. Associated Spring Corp. Bristol  
Bauer & Company, Inc. Hartford  
Kolock, Inc. (Retorts, Muffles, etc.) Fairfield  
Stanley P. Rockwell Co., Inc., The (commercial) Hartford

## Heat Treating Fixtures

Rolock, Inc. (Trays, Baskets, etc.) Fairfield  
Wiretex Mfg. Co., Inc. Bridgeport

## Heat Treating Salts and Compounds

Mitchell-Bradford Chemical Co. Milford

## Heaters—Electric

General Electric Company Bridgeport

## Heating and Cooling Coils

G & O Manufacturing Co. New Haven

## Heating Elements

Hartford Element Co. Hartford

## Heavy Chemicals

Naugatuck Chemical Division, United States Rubber Co. (sulphuric, nitric, and muriatic acids and aniline oil) Naugatuck

## Hex-Socket Screws

Allen Manufacturing Company, The Bloomfield  
Bristol Company, The Waterbury  
Hartford Machine Screw Co., Div. of Standard Screw Co. Hartford

## High Frequency Alternators

Electric Specialty Co. Stamford  
Safety Electrical Equipment Corp. New Haven

## Highway Guard Rail Hardware

Malleable Iron Fittings Co. Branford

## Hinges

Homer D. Bronson Company Beacon Falls

## Hobs and Hobbings

Pratt & Whitney Co., Inc. (Die and Thread milling) West Hartford

## Hobs

Hanson-Whitney Co., The (fine pitch gear)

## Hoes

Scovill, Inc., D. & H. (eye and grub) Higganum

## Hoists and Trolleys

Union Mfg. Company New Britain

## Hooks & Eyes

Oakville Co. Div., Scovill Mfg. Co. Oakville

## Homogenizers

Sonic Engineering Corp. Stamford

## Honing

K-F & D Mfg. Company, The Manchester

## Hose Fittings

Scovill Manufacturing Company (garden and industrial hose) Waterbury

## Hose—Flexible Metallic

American Brass Co., American Metal Hose Branch Waterbury  
Johnson Metal Hose, Inc. Waterbury

## Hose Supporter Trimmings

Hawie Mfg. Co., The (So-Lo Grip Tabs) Bridgeport

## Hospital Products

Seamless Rubber Company New Haven

## Hospital & Rehabilitation Equipment

Polecats, Inc. Old Saybrook

## Hydraulic Brake Fluids

Eis Automotive Co. Middletown

## Hydraulic Components and Systems

Vickers Incorporated Marine & Ordnance Dept. Waterbury

## H.S. Form Tools

Somma Tool Co. (for automatic screw machines) Waterbury

## Hypodermic Needles

Rochr Products Company Waterbury

## Ignitors

Peabody Engineering Corporation (gas, electric or oil, electric) Stamford

## Impregnating

American Metaseal, Inc. (metal, wood, etc.) Hamden

## Incinerators

Silent Glow Oil Burner Corp., The Hartford

## Indexing Heads

Hartford Special Machinery Co., (Hartford "Super-Spacers") Hartford

## Induction Hardening

Flame Treating & Engineering Co. West Hartford

## Induction Heaters

Radio Frequency Co., Inc. New Britain

## Industrial Chrome Plating

Mirror Polishing & Plating Co., Inc. Waterbury

## Industrial Coatings

Aluminized Finish & Mfg. Co. (vacuum) Cromwell  
Illuminized Finish Co. (vacuum) Cromwell

## Industrial Design

Van Dyck Associates (product appearance and engineering) Westport

## Industrial Displays

Sansone Co., S. Frederick (Designers, Builders and Counselors) Short Beach

## Industrial Finishes

Chemical Coatings Corporation Rocky Hill

## Industrial Security

Interstate Industrial Protection Co. Bridgeport

## Industrial Tapes

Seamless Rubber Company New Haven

## Industrial Testing Services

Sperry Products Co., Div. of Howe Sound Co. (Ultrasonic, X-ray and magnetic particle) Danbury

## Infrared Detectors

Barnes Engineering Co. (and systems) Stamford

## Inks

Waterman Pen Company, Inc. Seymour

## Insecticides

American Cyanamid Company Waterbury  
Fuller Brush Co., The East Hartford

## Inserts—Screw Threads

Heli-Coil Corp. Danbury

## Instalment Payment Books

Wassell Organization, Inc. Westport

## Insulated Wire & Cable

General Electric Company (for residential commercial and industrial applications) Bridgeport  
Kerite Company, The Seymour

## Insulated Wire & Cable Machinery

Davis Electric Company Wallingford

## Instruments

Bristol Company, The Waterbury  
Manning Maxwell & Moore, Inc. Stratford  
Melcam Standards Laboratory (certified calibrations and repair specializing in quality control) Hartford  
Penn Keystone Corporation Pratt & Whitney Co., Inc. (Precision Measuring) West Hartford  
Sperry Products Co., Div. of Howe Sound Co. (Ultrasonic flaw detection and thickness measurement) Danbury  
Terryville Manufacturing Co. (stampings for) Terryville

## Intercommunication

Action Systems Co. Meriden

## Interval Timers

Lux Clock Manufacturing Company Waterbury

Rhodes, Inc., M. H. Hartford

## Inverters

Kenyon Laboratories, Inc. (Solid State) Deep River

## Jacquard Cards

Case Brothers, Inc. Manchester

## Jig Borer

Atlantic Machine Tool Works, Inc. (Atlantic in several sizes) Newington  
Linley Brothers Company Bridgeport  
Moore Special Tool Co. (Moore) Bridgeport  
Pratt & Whitney Co., Inc. West Hartford

## Jigs, Fixtures & Gages

Federal Machine & Tool Co. Bristol

## Jig Grinder

Moore Special Tool Co. (Moore) Bridgeport

## Junior Automobiles

Power Car Company Mystic

## Key Blanks

Sargent & Company New Haven

## Labels

Naugatuck Chemical Division, United States Rubber Co. (for rubber articles) Naugatuck

Seri-Print, Inc. (silk screened on glass, plastic, metal) Waterbury

## Label Dispensers

Derby Sealers, Inc. (pressure-sensitive labels) Derby

## Label Moisteners

Better Packages, Inc. ("Counterboy" — "Packer") Shelton  
Derby Sealers, Inc. Derby

## Laboratory Equipment

Eastern Industries, Inc. New Haven

## Laboratory Supplies

Macalaster Bicknell Company New Haven

## Laces

American Fabrics Company, The Bridgeport  
Wilcox Lee Corporation, The Middletown

## Lacquers & Synthetic Enamels

Chemical Coatings Corporation Rocky Hill  
I-Sis Chemicals, Inc. Stamford

## Ladders

Flint Co., A. W. New Haven

## Lamp Products

de Sherbinin Products, Inc. W. N. Hawleyville

## Lampholders—Incandescent & Fluorescent

General Electric Company Bridgeport

## Lamp Shades

Verplex Company, The Essex

## Lathe Chucks

Skinner Precision Industries, Inc., Skinner-Horton Chuck Div. New Britain  
Whitman Machine Co. New London

## Lathes—Toolroom and Automatic

Pratt & Whitney Co., Inc. West Hartford

## Lead Plating

Christie Plating Co., The Groton

## Leather

Herman Roser & Sons, Inc. (Genuine Pigskin) Glastonbury

## Leather Dog Furnishings

Andrew B. Hendryx Co., The New Haven  
The Smith-Worthington Saddlery Co. Hartford

## Leather, Mechanical

Auburn Manufacturing Company, The (packings, cubs, washers, etc.) Middletown

## Letterheads

Lehman Brothers, Inc. (designers, engravers, lithographers) New Haven

## Lighting Equipment

Miller Co., The (Miller, Ivanhoe) Meriden

## Lime

New England Lime Company Canaan

## Lipstick Cases

Scovill Manufacturing Company Waterbury

# CONNECTICUT PRODUCTS AND SERVICES

**Lipstick Containers**  
Bridgeport Metal Goods Mfg. Co. Bridgeport  
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark, Inc. Thomaston  
Lakewood Metal Products, Inc. Waterbury  
Seri-Print, Inc. (silk screen decorated) Waterbury

**Lithography**  
City Printing Co., The New Haven  
Connecticut Printers, Inc. Hartford  
Lehman Brothers, Inc. New Haven  
Mulrison Label Co., Inc. Meriden  
O'Toole & Sons, Inc., T. Stamford  
Steinbach & Sons, A. D. New Haven

**Locks—Builders**  
Sargent & Company New Haven

**Locks—Cabinet**  
Excelsior Hardware Co., The Stamford

**Lock Nuts**  
McMellon Bros., Inc. Bridgeport

**Locks—Sultcase and Trimmings**  
Excelsior Hardware Co., The Stamford

**Locks—Trunk**  
Excelsior Hardware Co., The Stamford

**Locks—Zipper**  
Excelsior Hardware Co., The Stamford

**Loom—Non-Metallic**  
Wiremold Company, The Hartford

**Lumber & Millwork Products**  
City Lumber Co. of Bridgeport, Inc. Bridgeport

**Machetes**  
Collins Company, The Collinsville

**Machine Designers and Manufacturers**  
Research & Development Designers, Inc. Middletown

**Machine Shop Fabrication**  
Advanced Electronics, Inc. Rocky Hill

**Machine Tools**  
Farrel-Birmingham Company, Inc. Ansonia  
Pratt & Whitney Co., Inc. West Hartford  
Producto Machine Company, The Bridgeport

**Machine Work**  
Banthin Engineering Co. Bridgeport  
Essex Machine Works, Inc. Essex  
Farrel-Birmingham Company, Inc. Ansonia  
Fenn Manufacturing Company, The (precision parts) Newington  
Fuller Brush Co., The (precision contract work) East Hartford  
Hartford Special Machinery Co., The (contract work only) Hartford  
McMellon Bros., Inc. (precision threaded parts) Bridgeport  
National Sheradizing & Machine Co. (job) Hartford  
New Haven Trap Rock Co., The Machine Products Div. North Branford  
Parker-Hartford Corporation Hartford  
Safety Electrical Equipment Corp. New Haven  
Torrington Manufacturing Co., The (special rolling mill machinery) Torrington  
Torrington Co., The Torrington

**Machinery**  
Conn. Machine Repair, Inc. (special mfg.) Bridgeport  
Davis Electric Company (Wire and Cable) Wallingford  
Fenn Manufacturing Company, The (special) Newington  
Hallden Machine Company, The (mill) Thomaston  
Torrington Manufacturing Co., The (mill) Torrington  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. (metal working) Waterbury

**Machinery—Automatic**  
Banthin Engineering Company (new and rebuilt) Bridgeport

**Machinery—Automatic Feeding**  
Technical Design and Development Co., Inc. Milford

**Machinery—Bolt and Nut**  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machinery—Cold Heading**  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machinery Dealers & Rebuilders**  
Botwinik Brothers New Haven  
Bristol Metal Working Equipment East Hartford  
Conn. Machine Repair, Inc. Bridgeport  
J. L. Lucas and Son Fairfield  
State Machinery Co., Inc. New Haven

**Machinery—Extruding**  
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp., Mystic

**Machinery—Metal-Working**  
Fenn Mfg. Co., The Newington  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury  
Pratt & Whitney Co., Inc. West Hartford

**Machinery—Nut**  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. (forming and tapping) Waterbury

**Machinery—Screw and Rivet**  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machinery—Wire Drawing**  
Fenn Mfg. Co., The Newington  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machinery Rebuilding**  
Conn. Machine Repair, Inc. Bridgeport

**Machinery—Wire Straightening**  
Shuster Wire Machine Div., Mettler Machine Tool, Inc. New Haven  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machinery—Wire Straightening & Cutting**  
Shuster Wire Machine Div., Mettler Machine Tool, Inc. New Haven

**Machines**  
Allison-Campbell Div., American Chain & Cable Co., Inc. (abrasive cutting machines and wheels) Bridgeport  
Coulter & McKenzie Machine Co., The (special, new development engineering design and construction) Bridgeport

**Machines—Automatic Chucking**  
Pratt & Whitney Co., Inc. (Potter & Johnson) West Hartford

**Machines—Draw Benches**  
Fenn Manufacturing Company, The Newington  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machines—Forming**  
Nilson Machine Company, The, A. H. (four-slide wire and ribbon stock) Shelton

**Machines—Paper Ruling**  
John McAdams & Sons, Inc. Norwalk

**Machines—Rolling**  
Fenn Manufacturing Company, The Newington

**Machines—Slotting**  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. (screw head) Waterbury

**Machines—Special**  
Fenn Mfg. Co., The Newington  
Fuller Brush Co., The East Hartford

**Machines—Special Build**  
Essex Machine Works, Inc. Essex

**Machines—Swaging**  
Fenn Mfg. Co., The Newington  
Torrington Co., The Torrington  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machines—Thread Rolling**  
Shuster Wire Machine Div., Mettler Machine Tool, Inc. New Haven  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machines—Turks Head**  
Fenn Mfg. Co., The Newington  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machines—Wire Drawing**  
Fenn Mfg. Co., The Newington  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Machining—Horizontal Boring**  
Tucker Machine Co. New Haven

**Magnesium Sand Castings**  
Peerless Aluminum Foundry Co., Inc. Bridgeport

**Management Consultants**  
Administrative-Technical Personnel Service Hartford

**Management Counsel**  
Wirth Management Company Wilton

**Manganese Bronze Ingot**  
Whipple and Choate Company Bridgeport

**Manicure Instruments**  
W. E. Bassett Company, The Derby

**Manifold Forms**  
Walters Business Forms, Inc. Bloomfield

**Marine Equipment**  
Wilcox-Crittenden Div., North & Judd Mfg. Co. Middletown

**Marine Machines**  
Essex Machine Works, Inc. (Propellers, Shafts, etc.) Essex

**Marine Reserve Gears**  
Snow-Nabstedt Gear Corp., The New Haven

**Marketing Counsel**  
Brunelle Co., The Charles Hartford

**Market Studies and Reports**  
Wirth Management Company Wilton

**Marketing Service**  
Business Incubation Laboratory Wilton

**Marking Devices**  
Cooney Engraving Co. Branford  
Hoggson & Pettis Mfg. Co., The New Haven  
Parker-Hartford Corporation (steel) Hartford

**Marking Tools**  
Parker-Hartford Corporation Hartford

**Masonry Products**  
Plasticrete Corp. Hamden, Hartford, North Haven, Waterbury, Willimantic

**Materials Handling**  
Parsons Co., Inc., W. A. (tote pans) Durham

**Mattresses**  
Waterbury Mattress Co. Waterbury

**Metal Boxes**  
Durham Mfg. Co. Durham  
Parsons Co., Inc., W. A. (tool kltts) Durham

**Metal Boxes and Displays**  
Durham Mfg. Co., The (Designing & Mfg. to customers' specifications) Durham  
Merriam Mfg. Co. (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombuilt containers and displays) Durham

**Metal Cleaners**  
Apothecaries Hall Company Division, The Hubbard Hall Chemical Company Waterbury  
Enthone, Inc. New Haven  
MacDermid, Incorporated Waterbury

**Metal Finishes**  
Enthone, Inc. New Haven  
Mitchell-Bradford Chemical Co. Milford

**Metal Finishing**  
Contract Plating Co., Inc. Stratford  
Hartford Industrial Finishing Co. Hartford  
National Sheradizing & Machine Co. Hartford  
Stamford Polishing & Plating Corp. Stamford  
Waterbury Plating Company Waterbury

# CONNECTICUT PRODUCTS AND SERVICES

## Metal Formings

Master Engineering Company West Cheshire  
Oakville Co. Div. Scovill Mfg. Co. Oakville  
Stanley Pressed Metal New Britain

## Metallurgists

Bridgeport Testing Laboratory, Inc. Bridgeport

## Metal Mouldings

Leed Co., The H. A. Hamden

## Metal Powder Products

Norwalk Powdered Metals, Inc. Norwalk

## Metal Products—Stampings

American Brass Company, The Waterbury  
Scovill Manufacturing Company (Made-to-Order) Waterbury  
Stanley Pressed Metal New Britain

## Metal Specialties

Excelsior Hardware Co., The Stamford  
Torrington Co., The Torrington

## Metal Spinning

Moseley Metal Crafts, Inc. West Hartford

## Metal Stampings

American Brass Company, The Waterbury  
Better Formed Metals, Inc. Waterbury  
Cly-Del Manufacturing Co. Waterbury  
DooVal Tool & Mfg., Inc. The Naugatuck  
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark Thomaston  
Excelsior Hardware Co., The Stamford  
Grelst Mfg. Co., The New Haven  
H. C. Cook Co., The Ansonia  
Stanley Humason, Inc. Forestville  
Mohawk Mfg. Co. (threaded) Middletown  
North & Judd Mfg. Co. New Britain  
J. A. Otterbein Company, The (metal fabrications) Middletown  
Patent Button Co., The Waterbury  
Saling Manufacturing Co. Unionville  
Stanhelm Mfg. Co. Bristol  
Terryville Manufacturing Co. Terryville  
Wasley Products, Inc. Plainville  
Waterbury Companies, Inc. Waterbury  
Waterbury Lock & Specialty Co., The Milford

## Metals Testing

Metals Testing Co., Inc. (Air Force, Army, Navy, Certified, Magnaflux, Zygo) East Hartford

## Meters—Gas

Sprague Meter Company Bridgeport

## Meters—Parking

Rhodes, Inc., M. H. Hartford

## Microfilming

American Microfilming Service Co. New Haven  
Cine-Video Productions, Inc. Milford

## Microfilm—Reader-Printer

Thermo-Fax Sales of Conn., Inc. New Haven

## Micrometers

Slocum Co., The J. T. Glastonbury

## Mill Machinery

Torrington Mfg. Co., The Torrington  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

## Milling Machines

Pratt & Whitney Co., Inc. (Keller Tracer—controlled Milling Machines) West Hartford

## Mill Products

Scovill Manufacturing Co. (aluminum, brass, bronze, nickel silver—sheet, rod, wire, tube) Waterbury

## Mill Supplies

Wilcox-Crittenden Div., North & Judd Middletown  
Mfg. Co.

## Millwork

Hartford Builders Finish Co. Hartford

## Miniature Precision Connectors

Gorn Electric Co. Stamford

## Minute Minders

Lux Clock Mfg. Co., The Waterbury

## Mirror Rosettes and Hangers

Waterbury Companies, Inc. Waterbury

## Missile Details

Tag Alloy Welding & Mfg. Co., Inc. (weldments) Glastonbury

## Mixing Equipment

Alsop Engineering Co. Middale  
Eastern Industries, Inc. New Haven

## Model Work

B. & N. Tool & Engineering Co. (instruments and timing devices) Thomaston

## Models and Prototypes

Research & Development Designers, Inc. Middletown

## Mold Frames

Superior Steel Products Corp. Cheshire

## Molded Fiberglass Products

Fiberglass Products Eng. Co. South Norwalk

## Moldings—Powder Metal Materials

American Sinterings Div., Engineered Plastics Watertown

## Mops

Fuller Brush Co., The (wet and dry mops and dusters) East Hartford

## Motion Picture Equipment

Victor Animatograph Corp., a div. of Kallart (16 mm. sound and silent projectors, film splicers, and rewinders) Plainville

## Motion Pictures

Cine-Video Productions, Inc. Milford

## Motor Drives

Electronic Controls, Inc. (adjustable speed) Stamford

## Motor—Generator Sets

Electric Specialty Co. Stamford  
Safety Electrical Equipment Corp. New Haven

## Motors—Electric Timing

Cramer Controls Corp., The Centerbrook

## Motors Synchronous

Cramer Controls Corp., The Centerbrook  
Electric Specialty Co. Stamford

## Moulded Plastic Products

Butterfield, Inc., T. F. Naugatuck  
U. S. Plastic Molding Corp. Wallingford  
Waterbury Companies, Inc. Waterbury  
Watertown Mfg. Co., The Watertown

## Mouldings

Himmel Brothers Co., The (architectural, metal and store front) Hamden

## Moulds

Hoggston & Pettis Mfg. Co., The (steel) New Haven

## Name Plates

Cooney Engraving Co. Branford  
Quality Name Plate, Inc. East Glastonbury  
Seton Name Plate Co. (metal & plastic name plates and identification tags) New Haven

## Napper Clothing

Standard Card Clothing Co., The (for textile mills) Stafford Springs

## Nettings

Wilcox Lace Corp., The Middletown

## New Product Consultants

Business Incubation Laboratory Wilton

## Nickel Anodes

Apothecaries Hall Co. Div., The Hubbard  
Hall Chemical Co. Waterbury  
Seymour Mfg. Co., The Seymour

## Nickel Silver

American Brass Company, The Waterbury  
Plume & Atwood Mfg. Co., The Thomaston  
Waterbury Rolling Mills, Inc. (sheets, strips, rolls) Waterbury

## Nickel Silver Ingot

Whipple and Choate Co., The Bridgeport

## Night Latches

Sargent & Company New Haven

## Nitriding

Hartford Machine Screw Co. Hartford

## Non-ferrous Metal Castings

Miller Company, The Meriden

## Nuclear Details

Tag Alloy Welding & Mfg. Co., Inc. (weldments) Glastonbury

## Nuts, Bolts and Washers

Clark Brothers Bolt Co. Middale  
Hartford Machine Screw Co. Div. of Standard Screw Co. Hartford  
Torrington Co., The Torrington

## Office Equipment

Pitney-Bowes, Inc. Stamford  
Thermo-Fax Sales of Conn., Inc. New Haven  
Underwood Corporation Hartford  
Wassell Organization, Inc. Westport

## Office Printing

Kellog & Bulkeley, A Div. of Connecticut Printers, Inc. Hartford

## Offset Printing

City Printing Co., The New Haven

## Oil Burners

Miller Company, The (domestic) Meriden  
Peabody Engineering Corp. (Mechanical or Steam Atomizer) Stamford  
Silent Glow Oil Burner Corp., The Hartford

## Oil Tanks

Norwalk Tank Co. Div. Mersick Industries, Inc. South Norwalk  
Whitlock Mfg. Co., The Hartford

## Oils—Cutting

Anderson Oil and Chemical Co., Inc. Portland

## Optical Comparator Charts

Research & Development Designers, Inc. Middletown

## Optical Instruments

Barnes Engineering Co. (and systems) Stamford

## Otis Woven Awning Stripes

The Falls Company Norwich

## Ovens

Rockwell Co., W. S. (Industrial) Fairfield

## Ovens—Electric

Bauer & Company, Inc. Hartford

## Packaging

Commerce Packaging Corporation (military, commercial & export canning & crating) Stamford  
Seri-Print, Inc. (silk screened on plastic, metal, glass) Waterbury

## Packaging—Engineering

Commerce Packaging Corp. Stamford  
Progressive Packaging Corp. (military & commercial for domestic and export packaging, canning, crating and shipping) East Haven

## Packaging & Packing

Commerce Packaging Corp. Stamford  
Mercer & Stewart Co., The Hartford

## Packing

Auburn Manufacturing Co., The (leather, rubber, asbestos, fibre) Middletown  
Raybestos Div. of Raybestos-Manhattan, Inc. (Asbestos and Rubber Sheet) Bridgeport

## Padlocks

Sargent & Company New Haven  
Waterbury Lock & Specialty Co., The Milford

## Pads—Office

The Baker Goodyear Company Branford

## Paints

Tredennick Paint Mfg. Co., The Meriden

## Panelite

Leed Co., The H. A. Hamden

## Panta

Moore Special Tool Co (crush wheel dresser) Bridgeport

## Paperboard

Continental Can Co., Boxboard and Folding Carton Division Montville  
Federal Paper Board Co., Inc. New Haven  
New Haven Board & Carton Co., The New Haven  
Robertson Paper Box Co. Montville

# CONNECTICUT PRODUCTS AND SERVICES

<b>Paper Boxes</b>		<b>Pillow Blocks</b>		<b>Rogers Mfg. Co., The</b>		<b>Rockfall</b>	
Atlantic Carton Corp. (folding)	Norwich	New Departure Div. of General Motors	Bristol	Specialty Plastics Corp. (custom)	Shelton	Stanley Chemical Co., The	East Berlin
National Folding Box Co. Div. Federal Paper Board Co., Inc. (foldipg)	New Haven & Versailles			U. S. Plastic Molding Corp.	Wallingford	Waterbury Companies, Inc.	Waterbury
Mills, Inc. H. J.	Bristol			Waterbury Mfg. Co., The	Watertown		
New Haven Board & Carton Co., The	New Haven	<b>Pins</b>					
Robertson Paper Box Co. (folding)	Montville	CEM Company ("Spirol")	Danielson				
		Hartford Machine Screw Co. Div. of Standard Screw Co.	Hartford	<b>Plastic Packages</b>			
		Oakville Co. Div. Scovill Mfg. Co. (safety & straight)	Oakville	Robertson Paper Box Co., Inc. (plastic trays)	Montville		
		Star Pin Co., The (straight and safety)	Shelton				
		Torrington Co., The (Dowel & Taper)	Torrington	<b>Plastic Pipe and Fittings</b>			
<b>Paper Boxes—Folding and Setup</b>				Danielson Mfg. Co., The (nylon and other engineering plastics)	Danielson		
Bridgeport Paper Box Co.	Bridgeport	<b>Pins—Common</b>		Enthone, Inc.	New Haven		
M. Backers' Sons, Inc.	Wallingford	Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark	Thomaston				
		Union Pin Co., The	Winsted	<b>Plastic Rod</b>			
<b>Paper Clips</b>				Danielson Mfg. Co., The (nylon and other engineering plastics)	Danielson		
H. C. Cook Co., The (steel)	Ansonia	<b>Pins—Plastic Heads</b>					
		Union Pin Co., The	Winsted	<b>Plastic Strip</b>			
<b>Paper Fasteners</b>				Danielson Mfg. Co., The (nylon and other engineering plastics)	Danielson		
Oakville Co. Div. Scovill Mfg. Co.	Oakville	<b>Pipe</b>					
<b>Paper Mill Machinery</b>		American Brass Co., The (brass & copper)	Waterbury	<b>Plastic Tubing</b>			
Farrel-Birmingham Company, Inc.	Ansonia	Chase Brass & Copper Co. (red brass and copper)	Waterbury	Danielson Mfg. Co., The (nylon and other engineering plastics)	Danielson		
<b>Paper Products</b>		Howard Co. (cement well and chimney)	New Haven	<b>Plastic Wire Coating Materials</b>			
Nu-Wipe, Inc. (towel, dusting, polishing, finishing, packaging)	Plainville			Electronic Rubber Co.	Stamford		
<b>Paper—Shredded</b>		<b>Pipe Fittings</b>					
Nielsen & Sons, Inc., John R.	South Windsor	Malleable Iron Fittings Co.	Branford	<b>Plastics</b>			
				Naugatuck Chemical Division, United States Rubber Co.	Naugatuck (Advt.)		
<b>Paper Tubes and Cores</b>		<b>Pipe Organs</b>					
Sonoco Products Co. (Climax-Lowell) Div.	Mystic	Austin Organs, Inc.	Hartford	<b>Plastics &amp; Resins</b>			
				American Cyanamid Co., Plastics & Resins Div.	Wallingford		
<b>Parallel Tubes</b>		<b>Pipe Plugs</b>		<b>Plastics—Moulds &amp; Dies</b>			
Sonoco Products Co. (Climax-Lowell) Div.	Mystic	Hartford Machine Screw Co. Div. of Standard Screw Co.	Hartford	Crown Tool & Die Co., Inc.	Bridgeport		
				<b>Plasticrete Block</b>			
<b>Parking Meters</b>		<b>Pipe Plugs—Socketed</b>		Plasticrete Corp.	Hamden, Hartford, North Haven, Waterbury, Willimantic		
Rhodes, Inc., M. H.	Hartford	Hartford Machine Screw Co. Div. of Standard Screw Co.	Hartford				
<b>Parts</b>		<b>Pistols &amp; Revolvers</b>		<b>Platers</b>			
Hartford Machine Screw Co., Div. of Standard Screw Co.	Hartford	Colt's Patent Fire Arms Mfg. Co., Inc.	Hartford	Acme Chromium Plating Co.	New Haven		
Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordnance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished)	Waterbury			Christie Plating Co.	Groton		
Torrington Co., The	Torrington	<b>Plant Protection</b>		Chromium Process Company, The (Chromium Plating only)	Shelton		
		Interstate Industrial Protection Co.	Bridgeport	Water Plating Company	Waterbury		
<b>Parts and Assemblies</b>		<b>Plastic Blister Packaging</b>					
Custom Products Corp.	Bridgeport	Commerce Packaging Corporation (ball bearings & small parts)	Stamford	<b>Platers' Equipment</b>			
<b>Penlights</b>		<b>Plastic Bottles</b>		Apothecaries Hall Company	Waterbury		
Bridgeport Metal Goods Mfg. Co.	Bridgeport	Plax Corporation	Bloomfield	Enthone, Inc.	New Haven		
		Seri-Print, Inc. (silk screen labeling)	Waterbury	Lea Manufacturing Co., The	Waterbury		
<b>Perfumes</b>		<b>Plastic Buttons</b>		MacDermid Incorporated	Waterbury		
Chesebrough-Pond's, Inc.	Clinton	Frank Parizek Manufacturing Co., The	West Willington				
<b>Personnel Consultants</b>		<b>Plastic Coatings</b>		<b>Plating</b>			
Advancement Opportunities	Hartford	Plastonics, Inc.	East Hartford	Christie Plating Co., The (including lead plating)	Groton		
Snelling & Snelling	Hartford	<b>Plastic Engraving</b>		Giering Metal Finishing, Inc.	Hamden		
Wirth Management Company	Wilton	New England Engraving Co. Div. of Dura Plastics of New York, Inc.	Westport	Roberts Plating Company	Naugatuck		
		Salisbury Products, Inc.	Lakeville	Superior Plating Co.	Bridgeport		
<b>Personnel Recruiting</b>		<b>Plastic Extruders</b>		Tec-Plate, Inc.	Windsor Locks		
Administrative-Technical Personnel Service (executive)	Hartford	Danielson Mfg. Co., The (nylon and other engineering plastics)	Danielson				
Advancement Opportunities	Hartford	Jessall Plastics Div. of The Electric Storage Battery Co.	Kensington	<b>Plating Processes and Supplies</b>			
<b>Pet Furnishings</b>		<b>Plastic Fabrication</b>		Enthone, Inc.	New Haven		
Andrew B. Hendrix Co., The	New Haven	Dura Plastics of New York, Inc.	Westport	Seymour Manufacturing Co., The Seymour			
		Fabricon Corp.	Unionville				
<b>Phosphate Coating</b>		New England Rack Co., Inc. (hood & duct systems, tanks, etc.)	Hamden	<b>Plating Backs</b>			
Black Oxide, Inc.	New Britain	Salisbury Products, Inc.	Lakeville	New England Rack Co., Inc. (anodizing, conveyor, etc.)	Hamden		
<b>Phosphor Bronze</b>		<b>Plastic Film &amp; Sheet Materials</b>					
American Brass Company, The	Waterbury	Gilman Brothers Co., The	Gilman	<b>Plumbers' Brass Goods</b>			
Miller Company, The (sheets, strips, rolls)	Meriden	Plax Corporation	Bloomfield	McGuire Mfg. Co.	Waterbury		
Plume & Atwood Mfg. Co., The	Thomaston	Shore Line Industries, Inc.	Clinton	Scovill Manufacturing Co.	Waterbury		
Waterbury Rolling Mills, Inc. (sheets, strips, rolls)	Waterbury						
<b>Phosphor Bronze Ingots</b>		<b>Plastic Forming</b>		<b>Pneumatic Conveyors</b>			
Whipple and Choate Co., The	Bridgeport	Dura Plastics of New York, Inc.	Westport	Spencer Turbine Co., The	Hartford		
<b>Photo Engraving</b>		<b>Plastic Lining Equipment</b>					
Dowd, Wyllie & Olson, Inc.	Hartford	Enthone, Inc.	New Haven	<b>Pole Line Hardware</b>			
Wilcox Photo Engraving Co., Inc.	New Haven			Malleable Iron Fittings Co.	Branford		
		<b>Plastic Material</b>					
<b>Photocopy Equipment and Supplies</b>		Dura Plastics of New York, Inc. (sheet, rod & tube)	Westport	<b>Police Equipment</b>			
Ludwig, Inc., F. G.	Old Saybrook			The Smith-Worthington Saddlery Co.	Hartford		
<b>Photographic Equipment</b>		<b>Plastic Molders</b>					
Kalart Company, Inc.	Plainville	B & B Plastics, Inc.	Oakville	<b>Polishing</b>			
		Butterfield, Inc. T. F.	Naugatuck	C. & E. Metal Finishing Co.	Hartford		
<b>Photographic Murals</b>		Coggins Mfg. Co., The J. B.	Meriden	Mirror Polishing & Plating Co., Inc.	Waterbury		
Eitel, Walter T. (color & black and white)	West Hartford	Conn. Plastics	Waterbury				
		Danielson Mfg. Co., The (nylon and other engineering plastics)	Danielson	<b>Postage Meters</b>			
<b>Photography</b>		Engineered Plastics, Inc.	Watertown	Pitney Bowes, Inc.	Stamford		
Eitel, Walter T.	West Hartford	Plastic Molding Corporation	Sandy Hook				
<b>Piano Repairs</b>				<b>Potentiometers—Electronic</b>			
Pratt Read & Co., Inc. (keys and action)	Ivoryton			Bristol Company, The	Waterbury		
<b>Piano Supplies</b>				<b>Power Wrenches</b>			
Pratt Read & Co. (keys and actions, backs, plates)	Ivoryton			Cushman Chuck Co. (chucks)	Hartford		



# CONNECTICUT PRODUCTS AND SERVICES

**Precision Machining**  
National Tool & Die Co. Hartford

**Precision Machine Tool Spindles**  
Whitton Manufacturing Co. (for milling, grinding, boring & drilling) Farmington

**Precision Manufacturing**  
American Standard Products, Inc. Hartford  
Hartford Machine Screw Co., Div. of Hartford Standard Screw Co. Hartford  
Torrington Co., The Torrington

**Precision Revolving Machinery**  
Whitton Manufacturing Co. Farmington

**Precision Sheet Metal Fabrication**  
Milford Fabricating Co. Milford

**Precision Springs & Wire Forms**  
Rowley Spring Co., Inc., The Bristol

**Premium Specialties**  
Waterbury Companies, Inc. Waterbury

**Preservatives—Wood, Rope, Fabric**  
Darworth Incorporated ("Cuprinol")  
("Cellu-san") Simsbury

**Pressboard**  
Case Brothers, Inc. (genuine) Manchester  
Case & Risley Press Paper Co. (genuine) Oneo

**Presses**  
Farrel-Birmingham Co., Inc. (Hydraulic) Ansonia

**Presses—Power**  
Pneumatic Application Co., The (modernization of presses through conversion to Wichita Air Clutch operation) Simsbury  
Waterbury Farrel Foundry & Machine Co., The, Div. of Textron, Inc. Waterbury

**Pressure Vessels**  
Bigelow Co., The New Haven  
Norwalk Tank Co. Div. Mersick Industries, Inc. South Norwalk  
Rolock, Inc. Fairfield  
Whitlock Mfg. Co., The Hartford

**Printing**  
Allied Printing Service, Inc. Manchester  
Bussmann Press, Inc. New Haven  
City Printing Co., The New Haven  
Connecticut Printers, Inc. Hartford  
Finlay Brothers Hartford  
Hemlinway Corporation, The Waterbury  
Hildreth Press Bristol  
Hunter Press Hartford  
Lehman Brothers, Inc. New Haven  
Miller-Johnson, Inc. Meriden  
Seri-Print, Inc. (silk screening for all aerosol & cosmetic containers) Waterbury  
Taylor & Greenough Co., The Waterbury  
Typo Press (and Lithography) Bridgeport  
T. B. Simonds, Inc. Hartford  
A. D. Steinbach & Sons New Haven  
The Walker-Rackliff Company New Haven

**Printing Machinery**  
Banthin Engineering Co (automatic) Bridgeport

**Printing Plates**  
Ads, Inc., Div. CSW Plastic Types, Inc.  
(mats services) Rocky Hill

**Printing Rollers**  
Chambers-Storck Company, Inc., The  
(engraved) Norwich

**Printing—Silk Screen**  
Ad-Craft Displays, Inc. Bloomfield

**Production**  
House Co., N. E. (Assembly, Stampings, Drilling & Tapping) East Hampton

**Production Control Equipment**  
Ripley Company, Inc. Middletown  
Wassell Organization, Inc. Westport

**Propellers—Aircraft**  
Hamilton Standard Div. United Aircraft Corp. (propellers and other aircraft equipment) Windsor Locks

**Protective Coatings**  
Harrison Company, The A. S. (waxes) South Norwalk

**Public Relations Counsel**  
Brunelle Co., The Charles Hartford

**Publicity Services**  
Brunelle Co., The Charles Hartford  
Watson-Manning Advertising Stratford

**Publishers**  
O'Toole & Sons, Inc., The Stamford

**Pumps**  
Aslop Engineering Co. Milldale  
Sonic Engineering Co. Stamford  
Sump Pumps, Inc. (Deep-well electro-submersible) Stamford

**Pumps—Small Industrial**  
Eastern Industries, Inc. New Haven

**Punches**  
Hoggson & Pettis Mfg. Co., The (ticket & cloth) New Haven

**Purchasing Service—Industrial**  
Hartz-Miller Associates Meriden

**Putty Softeners—Electrical**  
Fletcher Terry Co., The Forestville

**Pyrometers**  
Bristol Co., The (recording and controlling) Waterbury

**Radar Speed Meters**  
Automatic Signal Div. Eastern Industries, Inc. Norwalk

**Radiation—Finned Copper**  
Bush Manufacturing Co. West Hartford  
G & O Manufacturing Company, The New Haven  
Vulcan Radiator Co., The (steel and copper) Hartford

**Radiation Shielding Products**  
Ray Proof Corporation Stamford

**Radiators—Engine Cooling**  
G & O Manufacturing Co. New Haven

**Ratchet Offset Screw Driver**  
Chapman Co., J. W. Durham

**Rayon Staple Fiber**  
Hartford Fibres Co. div Bigelow Sanford Co. Rocky Hill

**Reamers**  
Atrax Company, The (solid carbide) Newington  
Pratt & Whitney Co., Inc. (all types) West Hartford  
Pratt & Whitney Co., Inc. (all types carbide and HSS) West Hartford

**Reamers—Helical**  
Gammons-Hoaglund Co., The Manchester

**Reamers—Machine**  
Gammons-Hoaglund Co., The Manchester

**Reamers—Taper**  
Gammons-Hoaglund Co., The Manchester

**Record Equipment**  
Wassell Organization, Inc., (filling equipment) Westport

**Recorders**  
Bristol Co., The (automatic controllers, temperature, pressure, flow, humidity) Waterbury

**Recording Machines**  
Dictaphone Corporation Bridgeport

**Reduction Gears**  
Snow-Nabstedt Gear Corp., The New Haven

**Reels—Wooden**  
Bridge Mfg. Co., The (for wire and cable) Hazardville

**Refractories**  
Howard Company New Haven  
Mullite Works Refractories Div. H. K. Porter Co., Inc. Shelton

**Refrigeration**  
Dunham-Bush, Inc. West Hartford  
Refrigeration Condensing Units  
Brunner Division of Dunham-Bush, Inc. West Hartford

**Refrigeration Service**  
Hartford Refrigeration Service, Inc. Hartford

**Relays**  
Allied Control, Inc. Plantsville

**Rental**  
HB Motion Picture Service (audio-visual equip.—all types) New Haven

**Research and Development**  
Continental Engineering Corporation Farmington  
Raymond Engineering Laboratories (Electro-Mechanical) Middletown  
Research & Development Designers, Inc. Middletown  
Sperry Products Co., Div. Howe Sound Co. (Ultrasonic) Danbury

**Resistance Wire**  
C. O. Jeliff Mfg. Co., The (nickel chromium, copper nickel, iron chromium, aluminum) Southport  
Kanathal Corporation, The Stamford

**Respirators**  
American Optical Company, Safety Products Division Putnam

**Retainers**  
Lacey Manufacturing Co., The (precision ball bearing) Bridgeport

**Rigid Plastic Sheet Material**  
Gilman Brothers Company, The Gilman

**Riveting Machines**  
Grant Mfg. & Machine Co., The Bridgeport  
Linley Brothers Company Bridgeport  
Patent Button Co., The (automatic) Waterbury  
Ripley Company, Inc. Middletown  
H. P. Townsend Manufacturing Co., The Elmwood

**Rivets**  
Clark Brothers Bolt Co. Milldale  
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark Thomaston  
Milford Rivet & Machine Co., The Milford

**Rivet Setting Machines**  
Milford Rivet & Machine Co., The Milford

**Rods**  
American Brass Company, The (copper, brass, bronze) Waterbury  
Bristol Brass Corp., The (brass and putnam) Bristol  
Seovill Manufacturing Company (aluminum, brass, bronze, etc.) Waterbury

**Rollers—Bituminous Paving**  
Gabb Special Products Div. E. Horton & Son Company Windsor Locks

**Rolled Shapes**  
Cowles & Co., C. (and mouldings) New Haven

**Rolling Mills & Equipment**  
Fenn Mfg. Co., The Newington  
Precision Methods & Machines, Inc. Waterbury  
Waterbury Farrel Foundry & Machine Co., The, Division of Textron, Inc. Waterbury

**Rolls**  
Farrel-Birmingham Company, Inc. (Chilled and Alloy Iron, Steel) Ansonia

**Rotary Files**  
Atrax Company, The (carbide) Newington

**Router**  
Atrax Company, The (solid carbide) Newington

**Rubber Chemicals**  
Naugatuck Chemical Division United States Rubber Co. Naugatuck  
Stamford Rubber Supply Co., The ("Factice" Vulcanized Vegetable Oils) Stamford

**Rubber Drug Sundries**  
Seamless Rubber Company New Haven

**Rubber Footwear**  
Goodyear Rubber Co., The Middletown

**Rubber Latex Compounds and Dispersions**  
Naugatuck Chemical Division United States Rubber Co. (coating, impregnating and adhesive compounds) Naugatuck

**Rubber Machinery**  
Farrel-Birmingham Company, Inc. Ansonia

# CONNECTICUT PRODUCTS AND SERVICES

## Rubber—Molded Specialties

Airex Rubber Prod. Corp. Portland  
Associated Gaskets, Inc. Bridgeport  
Bond Rubber Corporation Derby  
Wasley Products, Inc. Plainville

## Rubber Products

Airex Rubber Prod. Corp. Portland

## Rubber Printing Plates

ADS, Inc., Div. CSW Plastic Types, Inc. Hartford

## Rubber Products—Mechanical

Associated Gaskets, Inc. Bridgeport  
Auburn Mfg. Co., The (washers, gaskets, molded parts) Middletown

## Rubber—Reclaimed

Naugatuck Chemical Division United States Rubber Co. Naugatuck

## Rubber Specialties

Seamless Rubber Company New Haven

## Rubberized Fabrics

Duro-Gloss Rubber Co., The New Haven

## Rubbers

Naugatuck Chemical Div. U. S. Rubber Co. (synthetic rubbers and latex) Naugatuck

## Rust Preventives

Anderson Oil and Chemical Company, Inc. Portland  
Enthone, Inc. New Haven

## Rust Removers

Enthone, Inc. New Haven

## Saddlery

The Smith-Worthington Saddlery Co. Hartford

## Safety Belts

Russell Mfg. Co. Middletown

## Safety Clothing

American Optical Company Safety Products Division Putnam

## Safety Fuses

Ensign-Bickford Co., The (mining & detonating) Simsbury

## Safety Gloves and Mittens

American Optical Company Safety Products Division Putnam

## Safety Goggles

American Optical Company Safety Products Division Putnam

## Sales Promotion

Langeler-Stevens, Inc. Orange

## Salvage Service

Walton Co., The (broken tools extracted) West Hartford

## Saw Blades—Hack

Capewell Mfg. Co., The Hartford

## Saw Blades—Hack & Band

Capewell Manufacturing Company Hartford  
Thompson & Son Co., The Henry G. New Haven

## Saws, Band, Metal Cutting

Atlantic Saw Mfg. Co. New Haven  
Capewell Manufacturing Co., The Hartford

## Saws—Hole

Capewell Manufacturing Co., The Hartford  
Thompson & Son Co., The Henry G. New Haven

## Sawdust

Nielson & Sons, Inc., John R. (graded hardwood and softwood) South Windsor

## Scissors

Acme Shear Company, The Bridgeport

## Screens

Norlee Aluminum Prod. Corp. Bloomfield

## Screw Caps

Welmann Bros. Mfg. Co., The (small for bottles) Derby

## Screw Machines

H. P. Townsend Mfg. Co., The Elmwood

## Screw Machine Products

Accurate Screw Products, Inc. (R & S Swiss & Davenport) Southington  
American Standard Products, Inc. Hartford  
Apex Tool Co., Inc., The Bridgeport  
Auto Electric Screw Machine Co., Inc. Bridgeport

Brown Manufacturing Co. (up to 1 1/2" capacity) Plainville

Consolidated Industries West Cheshire

Eastern Machine Screw Corp., The New Haven

Fairchild Screw Products, Inc. Winsted

Franklin Screw Machine Co. Hartford

Garthwait Mfg. Co., A. E. (up to and incl. 1 1/2") Waterbury

Greist Mfg. Co., The (up to 1 1/2" capacity) New Haven

Hartford Machine Screw Co. Div. of Standard Screw (up to 5" capacity) Hartford

Horberg Grinding Industries, Inc. (heat treated and ground type only) Bridgeport

Stanley Humason, Inc. Forestville

Independent Screw Company (up to and incl. 1 1/4" capacity) West Hartford

Junior Screw Machine Products, Inc. West Haven

Lowe Mfg. Co., The Wethersfield

Mailly Mfg. Co. (Swiss) Wolcott

Main Screw Machine Products (davenport & automatics exclusively) Waterbury

Mayflower Manufacturing Co. Unionville

National Automatic Products Company, The Berlin

Nelson's Screw Machine Products Plantsville

New Haven Screw Machine Prods. Inc. (up to 1 1/2" capacity) Milford

Newton Screw Machine Prods. Co. Plainville

Olson Brothers Company (up to 3/4" capacity) Plainville

Olson & Sons, R. P. Southington

Products Design & Mfg. Corp. (precision) Newington

Scovill Manufacturing Company Waterbury

United Screw Machine Co. Thomaston

Waterbury Machine Tools & Products Co. (Brown & Sharpe and Davenport) Waterbury

Wheeler & Son, Inc., Frank Meriden

## Screw Machine Tools

American Cam Company, Inc. (Circular Form Tools) Hartford

Cambridge Specialty Co., Inc. (flat & circular form tools) Kensington

Quaker Tool (H.S. cir. form tools) Waterbury

Pratt & Whitney Co., Inc. (Reamers, Taps, Dies, Blades and Knurls) West Hartford

## Screws

Allen Mfg. Co., The Bloomfield

American Screw Company Willimantic

Atlantic Screw Works Hartford

Bristol Company, The (socket set and socket cap screws) Waterbury

Clark Bros. Bolt Co., Inc. (cap and lag) Middletown

Hartford Machine Screw Co. Div. of Standard Screw Co. Hartford

Scovill Manufacturing Co. Waterbury

Superior Manufacturing Co., The Winsted

Torrington Co., The Torrington

## Screws—Socket

Allen Manufacturing Co., The Bloomfield

Bristol Co., The Waterbury

Hartford Machine Screw Co. Div. of Standard Screw Co. Hartford

## Screw Stock

Driscoll Wire Co., The (steel) Shelton

## Screw Threads—Inserts

Heli-Coil Corp. Danbury

## Sealing Tape Machines

Better Packages, Inc. ("Counterboy," "Tape-Shooter," "Big Inch") Shelton

Derby Sealers, Inc. (gummed and pressure-sensitive tapes) Derby

## Seals

Russell Mfg. Co. (for oven doors and fire bulkheads) Middletown

## Sewing Machines

Greist Mfg. Co., The (Sewing Machine attachments) New Haven

Singer Manufacturing Co. The (industrial) Bridgeport

## Sharpeners

Gorn Electric Co., Inc. (electric knife and scissors) Stamford

## Shears

Acme Shear Co., The (household) Bridgeport

## Sheet Metal Products

American Brass Co., The (brass and copper) Waterbury

Merriam Mfg. Co. (security boxes, fitted tool boxes, tackle boxes, displays) Durham

Parsons Co., Inc., W. A. (fabricators) Durham

Precision Sheet Metal Fabrication Div. Bar-Plate Mfg. Co., Inc. Orange

United Manufacturing Co. Div. of the W. L. Maxson Corp. Hamden

## Sheet Metal Stampings

American Brass Co., The Waterbury

American Buckle Co., The West Haven

DooVal Tool & Mfg., Inc., The Naugatuck

Dorset-Rex, Inc. Subsidiary of Landers, Frary & Clark Thomaston

Scovill Manufacturing Co. (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys) Waterbury

Terryville Manufacturing Co. Terryville

## Sheet Steel

Dolan Steel Co., Inc. Bridgeport

## Shell Cores

Victors Brass Foundry, Inc. Gullford

## Shell Molding

Victors Brass Foundry, Inc. Gullford

## Shells

Cly-Del Manufacturing Co. Waterbury

Lakewood Metal Products, Inc. (all metals) Waterbury

Salem Mfg. Co. Prospect

Scovill Manufacturing Co. (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw) Waterbury

Terryville Manufacturing Co. Terryville

Wolcott Tool and Manufacturing Co., Inc. Waterbury

## Showcase Lighting Equipment

Wiremold Company, The Hartford

## Signals

H. C. Cook Co., The (for card files) Ansonia

## Signs

Ad-Craft Displays, Inc. (all types, quantity only) Bloomfield

Leonard Sign Co. (neon & factory identification) Hartford

## Silk Screen Plates—Supplies

Seri-Print, Inc. Waterbury

## Silk Screen Process Printing

Ad-Craft Displays, Inc. Bloomfield

Norton Co., R. H. New Haven

Seri-Print, Inc. (for aerosol and cosmetic containers) Waterbury

Sirocco Screen prints New Haven

Stifel & Kuffa, Inc. New Britain

## Silk Screening on Metal

Ad-Craft Displays, Inc. Bloomfield

Merriam Mfg. Co. (Displays and Specialties to order) Durham

## Silverware

Wallace Silversmiths, Inc. Wallingford

## Simulators

Reflectone Electronics, Inc. Stamford

## Sintered Metal Products

American Sintering Div. of Engineered Plastics, Inc. (Powder Metal Parts) Watertown

Raybestos Div. of Raybestos-Manhattan, Inc. Bridgeport

## Sizing and Finishing Compounds

American Cynamid Co. Waterbury

## Slide Fasteners

G. E. Prentice Mfg. Co., The Kensington

Scovill Mfg. Co. (GRIPPER zippers) Waterbury

## Smoke Stacks

Norwalk Tank Co. Div. Mersick Industries, Inc. South Norwalk

## Snap Fasteners

Patent Button Co., The Waterbury

Scovill Mfg. Co. (GRIPPER snap fasteners) Waterbury

## Snapout and Continuous Forms

Connecticut Printers, Inc. Hartford

## Soap

Fuller Brush Co., The (personal, household and industrial) East Hartford

## Socket Cap Screws

Holo-Krome Screw Corp. West Hartford

## Socket Pipe Plugs

Holo-Krome Screw Corp. West Hartford

# CONNECTICUT PRODUCTS AND SERVICES

**Socket Screw Keys**  
Holo-Krome Screw Corp. West Hartford

**Socket Set Screws**  
Holo-Krome Screw Corp. West Hartford

**Socket Shoulder Screws**  
Holo-Krome Screw Corp. West Hartford

**Sound Equipment**  
Venco Electronics Corp. New Haven

**Spanner Nuts**  
McMellon Bros., Inc. Bridgeport

**Special Machinery**  
Banthin Engineering Co. (complete and/or parts) Bridgeport  
Farrel-Birmingham Co., Inc. Ansonia  
Federal Machine & Tool Co. Bristol  
Fenn Mfg. Co., The Newington  
Hartford Special Machinery Co., The Hartford  
H. P. Townsend Mfg. Co., The Elmwood  
Lacey Mfg. Co., The Bridgeport  
National Sheradizing Machine Co. (mangles & stock shells for rubber) Hartford  
Tucker Machine Co. New Haven

**Special Machining**  
Superior Steel Products Corp. Cheshire

**Special Parts**  
American Standard Products, Inc. Hartford  
Custom Products Corp. Bridgeport  
Fenn Mfg. Co., The Newington  
Greist Mfg. Co., The (small machines, especially precision stampings) New Haven  
Hartford Machine Screw Company Div. of Standard Screw Co. Hartford  
Torrington Co., The Torrington

**Specialties—Wire**  
J. C. Products, Inc. Higganum

**Spline Milling Machines**  
Townsend Mfg. Co., The HP Elmwood

**Sporting Goods**  
Seamless Rubber Co. New Haven

**Spotwelding**  
Spotwelders, Inc. (aluminum, steel, magnesium, titanium & alloys) Stratford

**Spouts**  
Waterbury Companies, Inc. (for Lighter Fluids and Light Oils) Waterbury

**Spray Painting**  
Stamford Polishing & Plating Corp. Stamford

**Spray Painting Equipment & Supplies**  
Lea Manufacturing Co., The Waterbury

**Spring Coiling Machines**  
Torrington Mfg. Co., The Torrington

**Spring Presses**  
Townsend Mfg. Co., The H. P. Elmwood

**Spring Units**  
Owen Silent Spring Div. American Chain & Cable Company, Inc. Bridgeport

**Spring Washers**  
Barnes Co., The Wallace Div. Associated Spring Corp. Bristol  
Terryville Manufacturing Co. Terryville

**Springs**  
CE-JA Springs, Inc. (coil & torsion) Newington

**Springs—Coil & Flat**  
Barnes Co., The Wallace Div. Associated Spring Corp. Bristol  
Barrett Co., William L. Bristol  
Bristol Spring Mfg. Co. Plainville  
Foursome Mfg. Co. Bristol  
Newcomb Spring Corp., The Southington  
New England Spring Mfg. Co. Unionville  
Peck Spring Co., The Plainville  
Stanley Humason, Inc. Forestville

**Springs—Flat**  
Atlantic Precision Spring Co. Forestville  
Barnes Co., The Wallace Div. Associated Spring Corp. Bristol  
Bristol Spring Mfg. Co. Plainville  
Foursome Manufacturing Co. Bristol  
Stanley Humason, Inc. Forestville  
New England Spring Mfg. Co. Unionville  
Peck Spring Co. Plainville (Advt.)

**Springs—Wire**  
Banner Spring Corporation Hartford  
Barnes Co., The Wallace Div. Associated Spring Corp. Bristol  
Bernston Co., J. W. Plainville  
Bristol Spring Mfg. Co. Plainville  
Colonial Spring Corp., The Hartford  
Connecticut Spring Corp., The (compression, extension, torsion) Hartford  
Foursome Manufacturing Co. Bristol  
Stanley Humason, Inc. Forestville  
Newcomb Spring Corp., The Southington  
New England Spring Mfg. Co. Unionville  
Peck Spring Co. Plainville  
D. R. Templeman Co. (coil and torsion) Plainville

**Springs—Wire**  
Everett Co., Inc. (coil and torsion) New Britain  
Terry Spring Company Terryville

**Springs, Wire & Flat**  
Peck Spring Co. Plainville

**Stabilizers**  
Kenyon Laboratories, Inc. (Gyro) Deep River

**Stamped Metal Products**  
American Brass Co., The Waterbury

**Stampings**  
DooVal Tool & Mfg., Inc., The Naugatuck  
Dorset-Rex, Inc., Subsidiary of Landers, Fray & Clark, The Thomaston  
Laminated Shim Co., Inc. Glenbrook  
Foursome Manufacturing Co. Bristol  
Lacey Mfg. Co., The (precision sheet metal) Bridgeport  
Prentice Mfg. Co., The G. E. Kensington  
Scovill Mfg. Co. (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled) Waterbury  
Stanley Pressed Metal New Britain

**Stampings—Small**  
Barnes Co., The Wallace Div. Associated Spring Corp. Bristol  
Barrett Co., William L. Bristol  
Bristol Spring Mfg. Co. Plainville  
Greist Mfg. Co., The New Haven  
Laminated Shim Company, Inc. Glenbrook  
Stanley Humason, Inc. Forestville  
Waterbury Companies, Inc. Waterbury  
Wire Form, Inc. Middale  
Waterbury Pressed Metal Co. Waterbury

**Stamps**  
Hoggson & Pettis Mfg. Co., The (steel) New Haven  
Parker-Hartford Corp. (steel) Hartford  
Schwab & Company (steel) Bridgeport

**Stamped Assemblies**  
Cowles & Co., C. New Haven

**Stationary Specialties**  
American Brass Co., The Waterbury

**Steam Turbines**  
Whiton Machine Co. New London

**Steel Castings**  
Malleable Iron Fittings Co. Branford  
New England Alloy Casting Corp. (carbon, low alloy and stainless steel castings) Hartford  
Nutmeg Crucible Steel Co. Branford

**Steel—Cold Rolled Spring**  
Barnes Co., The Wallace Div. Associated Spring Corp. Bristol  
Detroit Steel Corporation Hamden

**Steel—Cold Rolled Stainless**  
Seymour Mfg. Co., The Seymour  
Ulbrich Stainless Steels Wallingford  
Wallingford Steel Company Wallingford

**Steel—Cold Rolled Strip**  
Feroletto Steel Co., Inc. Bridgeport  
Detroit Steel Corporation Hamden

**Steel—Cold Rolled Strip and Sheets**  
Wallingford Steel Company Wallingford

**Steel Flanges**  
Ideal Forging Corp. (stainless) Southington

**Steel Goods**  
Merriam Mfg. Co. (sheets products to order) Durham

**Steel—Ground Flat Stock**  
Thompson & Son Co., The Henry G. New Haven

**Steel Rolling Rules**  
Waterbury Lock & Specialty Co., The Milford

**Steel—Stainless Alloy and Carbon**  
Frasse & Co., Inc., Peter A. Hartford

**Steel Stamps**  
Cooney Engraving Co. Branford

**Stereotypes**  
New Haven Electrotpe Div. Electrographic Corp. New Haven

**Stop Clocks, Electric**  
H. C. Thompson Clock Co., The Bristol

**Storage Batteries**  
R. A. E. Storage Battery Mfg. Co. Glastonbury

**Straps, Leather**  
Auburn Mfg. Co., The (textile, industrial, skate, carriage) Middletown

**Strip Steel**  
Detroit Steel Corp. New Haven  
Dolan Steel Company, Inc. Bridgeport

**Structural Mouldings**  
Leed Co., The H. A. Hamden

**Studio Couches**  
Waterbury Mattress Co. Waterbury

**Super Refractories**  
Mullite Works Refractories Div. H. K. Porter Co., Inc. Shelton

**Surface Metal Raceway & Fittings**  
Wiremold Company, The Hartford

**Surgical Dressings**  
Acme Cotton Products Co., Inc. East Killingly

**Swaging Machinery**  
Fenn Mfg. Co., The Newington  
Torrington Co., The Torrington  
Waterbury Farrel Foundry & Machinery Co., The Div. of Tectron, Inc. Waterbury

**Sweeping Compounds**  
Nielson & Sons, Inc., John R. South Windsor

**Switches**  
Allied Control Co., Inc. (subminiature, toggle & pushbutton) Plantsville

**Switchboards Wire and Cables**  
Rockbestos Wire & Cable Co. Div. Cerro de Pasco Corp. (asbestos insulated) New Haven

**Tableware—Stainless Steel**  
Wallace Silversmiths, Inc. Wallingford

**Tableware—Sterling Silver**  
Wallace Silversmiths, Inc. Wallingford

**Tabulating Equipment—Manual**  
Denominator Company, Inc. Woodbury  
Veeder-Root, Incorporated Hartford

**Tanks**  
Alsop Engineering Co. Middale  
Bigelow Co., The (steel) New Haven  
Connecticut Welders, Inc. (steel, alloy & lined) Wallingford  
Enthone, Inc. New Haven  
Norwalk Tank Co. Div. Mersick Industries, Inc. South Norwalk  
Rolock, Inc. (Alloy) Fairfield  
Storts Welding Co. (steel and alloy) Meriden

**Tape**  
Russell Mfg. Co. (Glass Electrical Insulating Tapes, Glass Fabrics for Plastic Moulding) Middletown

**Tape Machines**  
Better Packages, Inc. (Manual and electric models for case taping) Shelton  
Derby Sealers, Inc. (manual and electric models) Derby

**Taps**  
Hanson-Whitney Co., The Hartford  
Pratt & Whitney Co., Inc. West Hartford

**Tap, Drill & Stud Removal**  
Walton Co., The West Hartford

# CONNECTICUT PRODUCTS AND SERVICES

**Tap Extractors**  
Walton Co., The (and extensions) West Hartford

**Tarred Lines**  
Brownell & Co., Inc. Moodus

**Technical Writing**  
Watson-Manning Advertising Stratford

**Telemetering Instruments**  
Bristol Co., The Waterbury

**Television—Radio**  
Junior Screw Machine Products, Inc. West Haven

**Temperature Controllers**  
Electronic Controls, Inc. Stamford

**Terminals**  
Waterbury Companies, Inc. Waterbury

**Testers—Insulation Wire & Cable**  
Davis Electric Company Wallingford

**Testers—Nondestructive, Ultrasonic**  
Branson Instrument, Inc. Stamford  
Sperry Products Co., Div. of Howe Sound Co. (Ultrasonic, X-ray and magnetic particle) Danbury

**Testing**  
American Metasul, Inc. (pressure) Hamden

**Testing Services**  
Sperry Products Co., Div. of Howe Sound Co. (Ultrasonic, X-ray and magnetic particle) Danbury  
Metals Testing Co., Inc. (Certified Non-Destructive—Magnaflux, Zyglo) East Hartford

**Textile Printing Gums**  
Polymer Industries, Inc. Springdale

**Textile Processors**  
Amerbelle Corporation Rockville

**Thermometers**  
Bristol Co., The (recording and automatic control) Waterbury  
Manning Maxwell & Moore, Inc. Stratford

**Thin Gauge Metals**  
Plume & Atwood Mfg. Co., The Thomaston  
Thinsheet Metals Co., The (plain or tinned in rolls) Waterbury

**Thread**  
American Thread Co., The Willimantic  
Belding Heminway Corticelli Putnam

**Threading**  
Products Design & Mfg. Corp. Newington

**Thread Chasers**  
Geometric Tool Div., Greenfield Tap & Die Corp. New Haven

**Thread Gages**  
Hanson-Whitney Co., The Hartford  
Pratt & Whitney Co., Inc. West Hartford

**Thread Milling**  
McMellon Bros., Inc. Bridgeport

**Thread Milling Machines**  
Pratt & Whitney Co., Inc. West Hartford

**Thread Repair Kits**  
Hell-Coil Corp. Danbury

**Thread Rolling Machinery**  
Hartford Special Machinery Co. (flat die) Hartford  
Shuster Wire Machine Div. Mettler Machine Tool, Inc. New Haven  
Waterbury Farrel Foundry & Machine Co., The Div. of Tectron, Inc. Waterbury

**Threading Machines**  
Grant Mfg. & Machine Co., The (double end automatic) Bridgeport

**Timers, Interval**  
A. W. Haydon Co., The Waterbury  
H. C. Thompson Clock Co., The Bristol  
Cramer Controls Corp., The Centerbrook  
Rhodes, Inc., M. H. Hartford

**Timing Devices**  
B & N Tool & Engineering Co. (development and model work) Thomaston  
Cramer Controls Corp., The Centerbrook  
A. W. Haydon Co., The Waterbury  
Lux Clock Mfg. Co., The Waterbury  
Rhodes, Inc., M. H. Hartford  
United States Time Corp., The Waterbury

**Timing Devices & Time Switches**  
A. W. Haydon Co., The Waterbury  
Lux Clock Mfg. Co., The Waterbury  
M. H. Rhodes, Inc. Hartford

**Tinning**  
Thinsheet Metals Co., The (non-ferrous metals in rolls) Waterbury  
Wilcox-Crittenden Div. North & Judd Mfg. Co. Middletown

**Tissue**  
Sanitary Paper Mills, Inc. (Dovalettes facial, bathroom and handkerchiefs) East Hartford

**Tires**  
Armstrong Rubber Co., The West Haven

**Toiletries**  
Chesebrough-Pond's, Inc. Clinton

**Tool Chests**  
Vanderman Mfg. Co., The Willimantic

**Tool Hardening**  
Commercial Metal Treating Co. Bridgeport

**Tools**  
B & N Tool & Engineering Co. (dies, jigs, fixtures, sub-press and progressive) Thomaston  
Hoggson & Pettis Mfg. Co., The (rubber workers) 141 Brewery St. New Haven

**Tool Designers**  
Crescent Tool & Design (tools & special machinery) Glastonbury  
Research & Development Designers, Inc. Middletown

**Tools & Dies**  
Metropolitan Tool & Die Hartford  
Lacey Mfg. Co., The Bridgeport  
Moore Special Tool Co. Bridgeport

**Tools, Dies & Fixtures**  
Greist Mfg. Co., The New Haven

**Tools, Dies, Jigs & Fixtures**  
Fairfield Tool Co., Inc. The Bridgeport  
Lyons Tool & Die (modelwork, jig boring) Meriden  
Otterbein Co., J. A. Middletown  
RSV Engineering Co. (gages) Wethersfield  
Telke Tool & Die Mfg. Co. Kensington

**Tools, Fixtures, Gauges**  
Fredericks Tool Co., J. F. West Hartford

**Totalizers**  
Reflectone Electronics, Inc. Stamford

**Toys**  
Geo. S. Scott Mfg. Co., The Wallingford  
Gilbert Co., The A. C. New Haven  
Gong Bell Mfg. Co. East Hampton  
N. N. Hill Brass Co., The East Hampton  
Terryville Mfg. Co. (stampings for) Terryville

**U. S. Plastic Molding Corp.** Wallingford  
Waterbury Companies, Inc. Waterbury

**Traffic Signal Controls**  
Automatic Signal Div. Eastern Industries, Inc. Norwalk

**Trucks—Commercial**  
Metropolitan Body Company (International Harvester Truck chassis and "Metro" bodies) Bridgeport

**Truck—Lift**  
Excelsior Hardware Co., The Stamford

**Trucks—Skid Platforms**  
Excelsior Hardware Co., The (lift) Stamford

**Tube Clips**  
Weimann Bros. Mfg. Co., The (for collapsible tubes) Derby

**Tube Fittings**  
Scovill Manufacturing Co. (UNIFLARE flared tube and LOXIT compression tube) Waterbury

**Tubers**  
Standard Machinery and Davis-Standard Divisions of Franklin Research Corp. Mystic

**Tubes—Collapsible Metal**  
Sheffield Tube Corp., The New London

**Tubing**  
American Brass Co., The (brass & copper) Waterbury  
G & O Manufacturing Co. (finned) New Haven  
Scovill Mfg. Co. (Brass and Copper) Waterbury  
Wallingford Steel Co., The (stainless and super metals) Wallingford

**Tubing—Carbon and Stainless Steel**  
Frasse & Co., Inc., Peter A. Hartford

**Tubing—Flexible Metallic**  
American Brass Co., Metal Hose Branch Waterbury

**Tubing—Heat Exchanger**  
American Brass Co., The Waterbury  
Scovill Mfg. Co. Waterbury

**Tumbling Barrels and Accessories**  
Nielsen & Sons, Inc., John R. South Windsor

**Tumbling Equipment and Supplies**  
Esbee Barrel Finishing Corp. Byram

**Tumbling Service**  
Esbee Barrel Finishing Corp. Meriden

**Turntables**  
Macton Machinery Co., Inc. (Industrial & display) Stamford

**Typewriters**  
Royal McBee Corp. Hartford  
Underwood Corporation Hartford

**Typewriter Ribbons and Supplies**  
Royal McBee Corp. Hartford and Bridgeport

**Underclearer Rolls**  
Sonoco Products Co. (Climax-Lowell Div.) Mystic

**Uniforms**  
Magson Uniform Co. Kensington

**Ultrasonic Equipment**  
Harris Transducer Corp., Sub. of General Instrument Corp. Woodbury  
Branson Ultrasonic Corp. Stamford

**Underwater Equipment**  
Seamless Rubber Co. New Haven

**Universal Joints**  
Gray and Prior Machine Co. (for machinery) Hartford

**Vacuum Bottles and Containers**  
American Thermos Products Co. Norwich

**Vacuum Cleaners**  
Electrolux Corp. Old Greenwich  
Spencer Turbine Co., The Hartford

**Vacuum Coating**  
Illuminized Finish Co. Cromwell

**Vacuum Metallizing**  
Aluminized Finish & Mfg. Co. Cromwell

**Valves**  
Jenkins Bros. Bridgeport  
Rockwell Co., W. S. (Butterfly) Fairfield

**Valves—Aircraft**  
Bridgeport Thermostat Div. Robertshaw-Fulton Controls Co. Milford  
Skinner Precision Industries, Inc., Skinner Electric Valve Div. New Britain

**Valves—Relief & Control**  
Beaton & Caldwell Mfg. Co. New Britain

**Valves—Safety & Relief**  
Manning Maxwell & Moore, Inc. Stratford

**Valves—Solenoid**  
Allied Control Co., Inc. Plantsville  
Skinner Precision Industries, Inc., Skinner Electric Valve Div. New Britain

**Vanity Boxes**  
Bridgeport Metal Goods Mfg. Co. Bridgeport  
Dorset-Rex, Inc., Subsidiary of Landers, Frary & Clark Thomaston  
Scovill Mfg. Co. Waterbury



# CONNECTICUT PRODUCTS AND SERVICES

## Velvets

American Velvet Co. (owned and operated by A. Wimpfheimer & Bros., Inc.)  
Stonington  
Leiss Velvet Mfg. Co., Inc., The  
Willimantic

## Venetian Blinds

Findell Mfg. Co. Manchester  
Jennings Co., The S. Barry New Haven

## Ventilating Systems

Colonial Blower Co. Plainville

## Vibration Detection Equipment

Advanced Electronics, Inc. Rocky Hill

## Vibrators—Pneumatic

Branford Co., The (industrial) New Britain  
Vinyl Extrusion & Moulding Compounds  
Electronic Rubber Co. Stamford

## Vise Fixtures

Dery & Sons Tool & Die Co., A. L.  
Pine Meadow

## Vise Jaws

Dery & Sons Tool & Die Co., A. L.  
(gang with loading trays) Pine Meadow

## Vises

Fenn Manufacturing Co., The (Quick-Action Vises) Newington  
Skinner Precision Industries, Inc.,  
Skinner-Horton Chuck Div. New Britain  
Vanderharn Mfg. Co., The (Combination Bench Pipe) Willimantic

## Wall Paper

Stamford Wall Paper Co., Inc. Stamford

## Washers

American Felt Co. (felt) Glenville  
Auburn Mfg. Co., The (all materials) Middletown  
Fabricon Corp. Unionville  
Terryville Mfg. Co. (Made to order—all metals) Terryville

## Washers—Felt

Chas. W. House & Sons, Inc. (Mills & Cutting Plant) Unionville

## Watches

E. Ingraham Co., The Bristol  
United States Time Corp., The Waterbury

## Washers—Precision

Laminated Shim Company, Inc. Glenbrook

## Water Deionizers

Penfield Mfg. Co. Meriden

## Water Heaters

Whitlock Mfg. Co., The (instantaneous & storage) Hartford

## Water Heaters—Electric

Bauer & Company, Inc. Hartford

## Waxes

Fuller Brush Co., The (liquid and paste for floor and furniture) East Hartford  
Harrison Company, The A. S. (and other protective coatings) South Norwalk

## Webbing

Russell Mfg. Co. (Webbing for Safety Seat Belts—all types of webbing) Middletown

## Welding

Aircraft Welding & Mfg. Co., Inc. (aluminum, stainless steel, magnesium) Hartford  
Connecticut Welders, Inc. (fabrication & repairs) Wallingford  
Industrial Welding Co. (Equipment Manufacturers—Steel Fabricators) Hartford  
Storts Welding Company (tanks, coils & fabrication) Meriden  
Tag Alloy Welding & Mfg. Co., Inc. (nuclear, missile and aircraft type) Glastonbury

## Welding—Lead

Connecticut Welders, Inc. (tanks & coils) Wallingford  
Lead Products, Inc. (tanks & fabrication) Manchester  
Storts Welding Company (tanks, coils & anodes) Meriden

## Welding—Lead Bricks

Lead Products, Inc. Manchester

## Welding Rods

American Brass Co., The Waterbury  
Bristol Brass Co., The (brass & bronze) Bristol

## Welding Solder

Lead Products, Inc. (wire, bar and cakes and babbitts) Manchester

## Wells

Church Co., The Stephen B. Seymour  
Wheel Dressers—Diamonds  
Russell, Inc., R. R. Newington

## Wicks

Auburn Mfg. Co., The (felt, asbestos) Middletown  
Holyoke Heater Corp. of Conn., Inc. Hartford

## Window & Door Guards

Smith Co., The John P. New Haven

## Wire

American Brass Co., The Waterbury  
Atlantic Wire Co., The (steel) Branford  
Bartlett Hair Spring Wire Co., The North Haven  
Bristol Brass Corp., The (brass & bronze) Bristol  
Driscoll Wire Co., The (steel) Shelton  
Hudson Wire Co., Winsted Div. (insulated & enameled magnet) Winsted  
Montgomery Company, The (fine copper, OFHC, cadmium, aluminum, tin or silver coated) Windsor Locks  
Platt Bros. & Co., The (zinc and zinc alloy wires) Waterbury  
Scovill Mfg. Co. (Brass, Bronze and Nickel Silver) Waterbury  
Viking Wire Co., Inc. (enameled magnet) Danbury

## Wire and Cable

Continental Wire Corp. (for industrial and military applications) Wallingford  
General Electric Company (for residential, commercial and industrial applications) Bridgeport  
Rockbestos Wire & Cable Co. Div. Cerro de Pasco Corp. (all asbestos, mining, shipboard and appliance applications) New Haven (Adv.)

## Wire Baskets

Rolock, Inc. Fairfield  
Wiretex Mfg. Inc. (Industrial, for acid, heat, treating and degreasing) Bridgeport

## Wire & Cable—High Temperature

Lewis Engineering Co., The Naugatuck

## Wire Cloth

C. O. Jeliff Mfg. Co., The (all metals, all meshes) Southport  
McCluskey Wire Co., Inc. (Fourdrinier) New Haven  
Pequot Wire Cloth Co., Inc. (industrial grades only) Norwalk  
Rolock, Inc. (alloy) Fairfield  
Smith Co., The John P. New Haven

## Wire Dipping Baskets

John P. Smith Co., The New Haven

## Wire Forming Machinery

Nilson Machine Co., The A. H. Shelton  
Torrington Mfg. Co., The Torrington

## Wire Formings

Master Engineering Co. West Cheshire  
North & Judd Mfg. Co. New Britain  
Oakville Co. Div. Scovill Mfg. Co. Oakville  
Peck Spring Co. Plainville  
Turner & Seymour Mfg. Co., The Torrington

## Wire Forms

Atlantic Precision Spring Co. Forestville  
Banner Spring Corp. Hartford  
Barnes Co., The Wallace Div. Associated  
Spring Corp. Bristol  
Bristol Spring Mfg. Co. Plainville  
Colonial Spring Corporation, The Hartford  
Connecticut Spring Corp., The Hartford  
Foursome Manufacturing Co. Bristol  
Gemco Mfg. Co., Inc. Southington  
Stanley Humason, Inc. Forestville  
New England Spring Mfg. Co. Unionville  
Peck Spring Co. Plainville  
Templeman Co., D. R. Plainville  
Terryville Mfg. Co. Terryville  
Wire Form, Inc. Milldale

## Wire Goods

American Buckle Co., The (overall trimmings) West Haven  
Scovill Mfg. Co. (to order) Waterbury

## Wire Partitions

John P. Smith Co., The New Haven  
Torrington

## Wire Products

Artistic Wire Products, Inc. Taftsville  
Stanley Humanson, Inc. Forestville  
Peck Spring Co. Plainville  
J. C. Products, Inc. Higganum

## Wire Reels

Nilson Machine Co., The A. H. Shelton  
Shuster Wire Machine Div. Mettler Machine Tool, Inc. New Haven  
Waterbury Farrel Foundry & Machine Co., The Div. of Textron, Inc. Waterbury

## Wire Rings

American Buckle Co., The (pan handles and tinners' trimmings) West Haven  
Stanley Humason, Inc. Forestville  
Peck Spring Co. Plainville  
Templeman Co., D. R. Plainville

## Wire—Specialties

Andrew B. Hendryx Co., The New Haven

## Wire Springs

Carlson Spring Co. (Torsion, Compression, Extension) Berlin

## Wire Straightening & Cutting Machinery

Shuster Wire Machine Div. Mettler Machine Tool, Inc. New Haven

## Wiring Devices

Harvey Hubbell, Inc. Bridgeport

## Wood Scrapers

Fletcher-Terry Co., The Forestville

## Woodwork

C. H. Dresser & Sons, Inc. (Mfg. all kinds of woodwork) Hartford  
Hartford Builders Finish Co. Hartford

## Woven Felts—Wool

Chas. W. House & Sons, Inc. (Mills & Cutting Plant) Unionville

## X-ray—Industrial

Bridgeport Testing Laboratory, Inc. Bridgeport

## Yarns

Aldon Spinning Mills Corp., The (fine-woolen and specialty) Talcottville  
Ensign-Bickford Co., The (jute-carpet) Simsbury

## Zinc

Platt Bros. & Co., The (ribbon, strip and wire) P. O. Box 1030 Waterbury

## Zinc Castings

Mosman Co., Charles H. Westbrook  
Newton-New Haven Co., Inc. West Haven

## Zinc Die Castings

Mt. Vernon Die Castings Corp. Stamford  
Peasley Products, Inc. Stratford  
Stewart Die Casting Div. Stewart-Warner Corp. Bridgeport

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## Business Pattern

(Continued from Page 39)

### Connecticut Sales Tax

Reflecting softness in retail sales, third quarter Connecticut sales tax revenue continued the decline which had begun in the preceding period. Seasonally adjusted tax receipts went down to \$19.8 million. While this was 3% lower than the first quarter record, it was higher than the same period of last year and the earlier peak of the first quarter of 1957.

Retail sales for the nation as a whole also showed third quarter weakness. From a peak of \$18.9 billion in April, total retail sales decreased to \$18.1 billion, seasonally adjusted, in September. A drop in durable goods sales was chiefly responsible.

October and November sales were better, hitting almost \$18.6 billion in each month. However, it appears that sales will drop in December.

### Personal Income

Total personal income, which had been growing at a slower rate in recent months, leveled off in November at \$409.5 billion. Factory payrolls went down for the sixth consecutive month, dropping \$0.7 billion. This was offset, however, by increases in trade, service and government payrolls and record unemployment and social security payments.

Disposable personal income, the income available to individuals after they pay taxes, also increased at a slow rate in the third quarter. Personal consumption expenditures decreased slightly due principally to a cutback in consumer spending for autos and other durable goods. The drop in consumption expenditures combined with the rise in disposable income caused personal saving, the difference between them, to increase sharply.

### Inventories and Sales

Changes in inventories have an important effect on business conditions because they tend to amplify fluctuations in total output.

In the second half of the year, manufacturers have succeeded in checking the eight month rise in their stocks, cutting them from the June high of \$55.1 billion to \$54.3 billion in October. Manufacturers' sales have slipped from their February peak of \$31.6 billion and were down to \$29.6 billion in October. As a result of this and the recent trend of inventories, the inventory-sales ratio has increased slowly. It is not high, though, in comparison to the 1957-58 experience.

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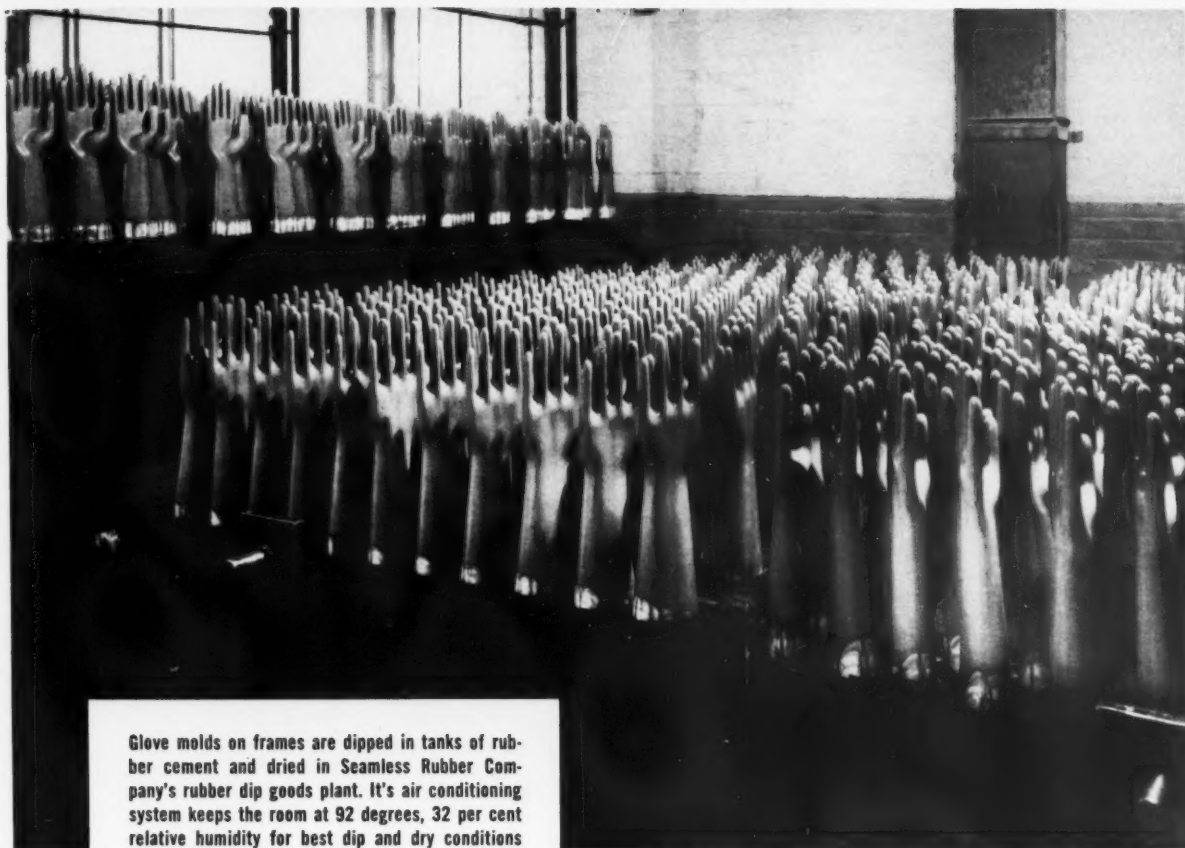
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Glove molds on frames are dipped in tanks of rubber cement and dried in Seamless Rubber Company's rubber dip goods plant. It's air conditioning system keeps the room at 92 degrees, 32 per cent relative humidity for best dip and dry conditions in making surgeons gloves.

## *Making Surgeons Gloves -* **A JOB FOR AIR CONDITIONING**

Manufacturing surgeons gloves at The Seamless Rubber Company of New Haven is a highly specialized and exacting job. The gloves, to give surgeons the "right feel," have a gauge of 10 thousandths of an inch. They must be perfect — and they are.

To meet such high production standards, temperatures and humidity in the Seamless dip goods plant are uniformly controlled. The air is

free of dust and, because of evaporated solvents, it is replaced constantly.

Air conditioning does this essential job for Seamless Rubber. There's a job for air conditioning in your plant — proper temperature and humidity control, air purification, comfortable working conditions. Consult the industrial power sales engineer at your electric company about it.

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